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St. Lawrence County Air Service Study

A survey to estimate corporate/institutional demand for air service at the Ogdensburg and Massena airports.

Acknowledgments-

he authors of this report would like to gratefully acknowledge the invaluable help and input of several people who contributed to the development of this report. We would like to first thank Geraldo Mendoza of the New York State Department of Transportation's Passenger Services Division, Aviation Services Bureau, for his invaluable guidance throughout the entire survey process. Mr. Mendoza played a significant role in working with the contracting agencies to coordinate the study process and provided invaluable input into the development of the survey questionnaire.

We would also like to acknowledge the support provided by officials of the Ogdensburg Bridge and Port Authority (OBPA) and from the Town of Massena who have been working for more than a year exploring options to improve local air service. They include Danny Duprey, OBPA executive director, Joseph Tracy, OBPA deputy executive director, Massena Town Supervisor Sanford T. Cook, Massena Town Councilman John Murray and former Massena Town Supervisor Jack Sauve.

We would like to particularly acknowledge the work of Mr. Sauve, who worked tirelessly for more than a year to gather information regarding air service options and garner support for the proposed change in destination hubs from Pittsburgh, PA, to Albany, NY. A summary of these efforts is contained in Appendix A on Page 15.

The authors of this report would also like to acknowledge the work done by MRSI staff in the completion of this report, particularly Suzanne Bosjolie for her work in collating the survey responses and to Kelley Burkum for developing the graphs and charts that appear at the end of this report.

We would also like to thank those who completed the survey or provided input on issues pertaining to North Country air service that are included in this report. They include the region's major private employers, public agencies, educational institutions, local governments, travel agents and others. This report would not have been possible without their interest and candor regarding this important issue.

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Executive Summary -

The Ogdensburg Bridge and Port Authority (OBPA) and the town of Massena, owners of the two St. Lawrence County airports, commissioned the Merwin Rural Services Institute at SUNY Potsdam (MRSI) in December of 2001 to conduct a survey of current and potential users of air service in the greater St. Lawrence County region. The purpose of this survey was to quantify corporate/institutional demand for air service at the Ogdensburg and Massena airports – and to estimate the potential viability of a proposed change in destination hubs from Pittsburgh, PA, to Albany, NY, at the two St. Lawrence County airports. The survey of regional public institutions, colleges and universities, major employers, travel agencies and other current or potential users of St. Lawrence County air service was conducted in January and February of 2002.

Analysis of the survey results concluded that nearly 75% of survey respondents indicated that they used air service that began at an out-of-county airport. Airports in Syracuse, Ottawa and Montreal were most used by St. Lawrence County air travelers. Only 23 of the 83 businesses/institutions polled (27.7%) indicated that they utilized local air service at any level – and those who took trips were nearly nine times more likely to utilize an out-of-county airport than airports in Massena or Ogdensburg.

Nearly 70 percent of the 82 businesses/institutions that responded to the survey also indicated they would be more likely to utilize Ogdensburg/Massena air service if the destination hub for that service was changed from Pittsburgh to Albany. Only four of the 83 respondents (4.1%) indicated that they would be less likely to utilize local air service if the destination hub was changed to Albany.

Based on survey responses and other factors, MRSI estimated that the level of overall additional demand for local air service to Albany could approach 6,000 tickets per year, if the proposed service to Albany was marketed correctly and as long as the service provided convenient schedules and competitive fares.

The 82 institutions that responded to the survey represent approximately 14,281 employees who make more than 7,000 trips greater than 200 miles each year. The estimated annual travel spending for these respondents was nearly \$5.7 million.

I. Introduction

1. Study Origin and Background

The Ogdensburg Bridge and Port Authority and the Town of Massena contracted in January of 2002 with the Merwin Rural Services Institute at SUNY Potsdam (MRSI) to conduct a study of St. Lawrence County commercial air service, specifically to collect information from current and potential users of airports in Massena and Ogdensburg to determine the viability of proposed changes in local air service.

For the past year, a committee of local officials in Massena and representatives of the Ogdensburg Bridge and Port Authority has been exploring options to make commercial air service in St. Lawrence County more responsive to the needs of public institutions, private corporations and others using local air service. Massena and Ogdensburg are currently served by Mesa Airlines, which provides three weekday flights to Pittsburgh via Watertown. The number of people using this service, however, has gradually declined since the early 1990s, according to local officials.

The U.S. Department of Transportation will soon decide between two competing bids to provide air service to the Massena and Ogdensburg airports. One proposal would continue the current air service from these airports to Pittsburgh. The other proposal, submitted by CommutAir, would provide 3-4 daily round trips from Massena and/or Ogdensburg to Albany.

Local authorities have heard from current and potential users of local air service that they would prefer direct flights to Albany - if they were available at reasonable times and fares.

2. Purpose and Objectives

MRSI was asked to estimate, to the greatest extent possible, the potential viability of a proposal to change the destination hub of air service at the Massena and Ogdensburg airports to Albany. The purpose of this study is to quantify the level of corporate/institutional demand for air travel, particularly to the proposed Albany destination hub. This will help the involved communities to determine if the demand for service to Albany has the potential to make that service successful.

MRSI, in consultation with the New York State Department of Transportation, the Ogdensburg Bridge and Port Authority and the Town of Massena developed the following study process and tasks list to best meet the objectives of this study:

A. To identify target populations to be surveyed, including specific public and private institutions and agencies, major employers, travel agencies and other stakeholders (current or potential users of St. Lawrence County air service) to be included in the survey.

B. To determine the specific geographic area to be surveyed, including primary and peripheral users (current and potential) of St. Lawrence County air service, including those who would travel from Albany to St. Lawrence County to conduct official business.

C. To obtain contact information, mailing addresses and other information necessary to develop a targeted mailing list of current/potential users of local air service.

- D. To develop specific mailing lists to targeted audiences, including travel agents, major employers, public agencies, colleges/universities and others.
- E. To develop the survey questionnaire, together with targeted questions for specific populations, including colleges/universities, travel agents and others as needed.
- F. To develop a cover letter and associated materials to fully explain the purpose of the survey and/or specific survey questions.
- G. To review survey questions with Contractor representatives and to "pilot test" the survey with key stakeholders, including college representatives, business/industry leaders, government officials, hospital officials and others.
- H. To amend or revise the survey instruments in response to this review.
- I. To mail the survey(s) to target populations.
- J. To develop strategies to ensure the best possible response rate to the questionnaire, including reminders, follow-up calls and, when deemed necessary, personal contact/visits with respondents.

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- K. To collect, collate and tabulate returned surveys.
- L. To analyze the data collected from the surveys and to develop a written report summarizing the results of the survey.
- M. To formally present the findings of the survey to the Contractors. MRSI will provide copies of the data generated in this study in electronic format (spreadsheets, databases, final report), along with printed copies of the final report (a minimum of three copies will be provided to the New York State Department of Transportation).

II. Research Methodology

1. Survey Description

MRSI developed its mail survey to current and potential users of St. Lawrence County air service with input and approval from the New York State Department of Transportation, the Ogdensburg Bridge and Port Authority and the Town of Massena. This survey was designed for specific populations that included regional public institutions, colleges/universities, major employers, travel agencies and other current or potential users of St. Lawrence County commercial air service.

The purpose of this survey was to estimate the level of demand for air travel, particularly to the proposed Albany destination hub, to determine whether such a service would be financially viable. Local officials have collected anecdotal evidence that major employers and public institutions in St. Lawrence County would prefer direct air service to Albany. The goal of this survey was to both verify and quantify this preference and to anticipate the potential of this proposed change in service.

MRSI developed its final survey instrument following several drafts to incorporate suggestions for change from the New York State Department of Transportation and input from the Ogdensburg Bridge

and Port Authority and the town of Massena. The questions in the survey were determined by the overall objectives of the study. Several questions were taken from a generic air service survey developed in advance by the New York State DOT. The survey instrument focused on the following:

- Employee/staff travel characteristics
- Potential use of Proposed Service to Albany, including a question specifically asking for some level of commitment to this proposed option (Question 14).
- Potential Use of New Service from Albany.

Additional targeted questions were developed for college/university respondents and for local travel agencies to determine the level of institutional support from these two constituencies for the proposed change in destination hub from Pittsburgh to Albany.

2. Sample Selection and Collection

A mailing list was developed by MRSI that included all major employers, public institutions, colleges and universities, nonprofit agencies, hospitals and health care institutions, individual professionals, travel agencies, prisons, public school districts and units of local government and others seeking information about their current and future travel plans – and how those plans would be affected by a proposed change in destination hubs from Pittsburgh to Albany. The geographic focus of this list included all of St. Lawrence County and selected areas of Jefferson and Franklin counties. Our goal was to reach, to the greatest extent possible, all of the current and potential users of air service at the Massena and Ogdensburg airports. The data collection method used for this survey was mail survey. Each survey included an addressed, stamped envelope in which to return the survey. Respondents were also encouraged to fax their completed surveys to MRSI. All surveys were tabulated by number only to ensure confidentiality.

3. Survey Response Rate

MRSI developed several strategies to ensure the best possible response rate to the questionnaire, including reminders and several follow-up calls for information. Extensive press coverage, which included several reports in the local media (TV, radio, print) facilitated this process because most of the people contacted for a follow-up call were already familiar with the study and its objectives. Most of those contacted who did not respond to the survey indicated that they do not, for the most part, utilize any air service. This was particularly true for the smaller villages and towns and school districts in the greater St. Lawrence County region.

The original mailing list developed for this survey included 248 names. These names included the names of several people (15) who were provided with the questionnaire as a courtesy or for their information. These included the region's state and federal officials and other parties who helped develop the survey, but were not the decision-makers for their community. In addition, approximately 15 surveys were returned due to inadequate address information or because they were no longer in business.

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Determining the specific individual responsible to answer this survey was sometimes a difficult process. Several institutions were sent multiple questionnaires to ensure that someone in a position to collect the necessary data to complete the survey actually received the survey instrument. Institutions with several quasi-independent units were also sent multiple surveys. For example, surveys were sent to each department of St. Lawrence County government. County Administrator Donald Brining, how-

ever, assigned the task of collecting data for all county units of government to its Planning Department. Approximately 60 surveys fell in this category.

When you take these factors into account, MRSI received 82 responses from an adjusted mailing list of 158 names, a response rate of 52.5%. As we noted previously, many of those who did not respond to this survey, particularly towns, villages and school districts, indicated to us upon follow-up that they were not significant current or potential users of air service. We are confident that the survey responses reflect, to the greatest extent possible, the most significant current/potential users of air service.

III. Key Findings of Air Service Survey

1) Businesses/institutions would be more likely to use Ogdensburg/Massena air service if destination hub were changed from Pittsburgh to Albany.

The vast majority of respondents (69.5%) stated that they would be more likely to utilize air service at the Ogdensburg and Massena airports if the destination hub for this service was changed from Pittsburgh to Albany. Only four respondents (4.1%) indicated that they would be less likely to use St. Lawrence County air service if the destination hub was changed from Pittsburgh to Albany. Respondents also overwhelmingly stated that they would be willing to promote the proposed Albany service to their clients and employees.

2) The level of commitment to the proposed Albany service expressed in the survey should be considered the lowest possible estimate of increased ridership.

The survey attempted to quantify the level of commitment that could be expected to the proposed service to Albany by asking respondents for a specific number of tickets they would most likely purchase in the next year for the proposed service. Respondents indicated that they would most likely purchase between 1,284 and 1,500 additional tickets in the next year if the destination hub were changed from Pittsburgh to Albany. This projection of anticipated demand, in our judgement, should be considered the lowest possible estimate for the following reasons:

- Respondents were very hesitant to provide a specific number of additional tickets they would purchase in the next year. In our pilot test of the survey prior to distribution, concern was universally expressed about specifically quantifying a level of commitment to the new service. While the majority of respondents indicated that they would be more likely to use the service, they were very hesitant to provide a specific projection of their anticipated demand for the service. Those who did provide projections about the level at which they would utilize the proposed air service to Albany, we feel, were very conservative in their projections. We believe the actual demand for this service can expected to be higher than the projection expressed by the survey.
- This survey only looked at corporate/institutional travel to Albany, focusing on the travel patterns and projections of institutions of higher education, government agencies and major corporations and industries like Alcoa, GM-Powertrain, Corning and others. While every attempt was made to identify and survey all current and potential users of air service, the vast majority of businesses in St. Lawrence County may be classified as small business. Measuring the potential demand of these types of operations was not the primary focus of this investigation but would most likely represent some level of increased ridership, especially among self-employed professionals.

- The survey did not take into account air travel conducted by the St. Regis Mohawk Tribe. Tribal officials did not complete the survey, but in a letter to former Massena Town Supervisor Jack Sauve, tribal officials did outline their annual air travel spending habits and express their full support for a change in destination hub to Albany. The St. Regis Mohawk Tribe spends more than \$406,000 each year on air travel for Tribal Council officials. Officials note that virtually all of this travel currently originates at Canadian or Syracuse airports due to the current Pittsburgh, PA destination hub for local air service. Tribal officials further suggest they would utilize local air service to a greater degree if the destination hub was shifted to Albany. Statistics collected by Mr. Sauve also suggest that the Akwesasne Mohawk Casino accounts for more than \$120,000 in air travel annually much of which originates at an out-of-county airport.
- The survey of institutions of higher education did not include a survey of their student populations, nor did it attempt to measure the potential demand of students, families and alumni who regularly visit St. Lawrence County campuses. Also not included in this report is the potential demand associated with 200-plus candidates who visit St. Lawrence County colleges and universities for job interviews or conferences on an average annual basis. Other constituencies not counted in the current survey include: corporate researchers working on collaborative projects with local faculty, corporate recruiters for local students and vendors seeking to do business with these institutions.
- The survey also did not take into account the impact of pleasure trips to Albany, although several individuals indicated their support for the proposed service to Albany for pleasure or personal reasons (to visit family). Since the survey area (from the Thousand Islands region to Malone in Franklin County) includes approximately 140,000 people, this represents a potentially significant demand for the new air service. The New York State Department of Transportation estimates that there are 69,000 residents in the Massena Airport's service area and 57,000 more in the Ogdensburg Airport service area. The DOT also estimated that personal income in these two service areas totalled nearly \$1.5 billion in 1995, with an average household income of \$45,000. (These figures were included in a presentation by CommutAir on 5/10/00 in Massena). This demographic/economic data suggests great potential for leisure travel. Additionally, CommutAir officials, in a June 1, 2000, letter to Mr. Sauve, projected a traffic breakdown that would be 22% business and 78% leisure for the proposed service from Massena to Albany.

Because of these factors, we believe that we can conservatively estimate that the level of overall additional demand for the proposed service to Albany could approach 5,000 to 6,000 tickets per year, if the proposed service was marketed correctly and as long as the service provided convenient schedules and competitive fares. This concurs with the lowest emplanement estimates from previous air service studies, which projected a "reasonable expectation" of 12,000 to 15,000 enplanements, as well as CommutAir's low end revenue projections of 6,000 enplanements, each described during a 5/10/00 presentation by CommutAir in Massena.

3) The majority of respondents are not utilizing local air service.

Nearly 75% of survey respondents indicated that they used air service that began at an out-of-county airport. Airports in Syracuse, Ottawa and Montreal were most used by St. Lawrence County air travelers – although 12 respondents chose Albany as a choice to begin air travel. Only 23 of the 82 businesses/institutions polled (28.0%) indicated that they utilized local air service at any level – and those who took trips were nearly nine times more likely to utilize an out-of-county airport than airports in Massena or Ogdensburg.

4) Albany is a primary travel destination.

The vast majority of respondents (72%) listed the state capital as one of their top three travel destinations. Respondents took approximately 1,601 trips each year to Albany. Virtually all of these trips are currently being taken by car, despite the nearly four-hour drive time, half of which is on two-lane roads through the Adirondacks.

5) Air service from Albany to St. Lawrence County has the potential to increase usage. The primary focus of the survey was to quantify the potential level of demand for air service from Ogdensburg and Massena to Albany. No attempt was made to quantify the level of increased demand that could be expected from Albany to the two St. Lawrence County airports - although several state agencies that make regular visits to the region were identified by survey respondents. This represents another potential pool from which to draw users of the proposed service to Albany. Respondents who did complete Part C of the survey (Potential Use of New Service From Albany) identified several state agencies/vendors with whom they do business. Respondents estimated approximately 430 additional trips annually from these agencies/vendors if the local air service destination hub was changed to Albany. We consider this the lowest possible estimate, since several respondents listed several agencies/vendors without estimating the number of anticipated annual trips they would make.

6) Fares and Schedules are the most important factors considered for choosing local air service.

Fares (the perception that local air service is too expensive) and schedule (departure/return times are too infrequent or inconvenient) were the two factors most cited by respondents as reasons they chose not to utilize local air service. These two inhibiting factors ranked virtually the same – and well ahead of other concerns, including lack of jet air service or problems/inconveniences associated with making connecting flights. The majority of respondents further indicated that the difference in the number of connections and flight times between the Pittsburgh and Albany destination hubs was not important to their company's overall travel plans.

7) No one airport stands out as a single point of destination.

Respondents slightly favored using Massena as a single point of destination (with an additional daily round trip option) over Ogdensburg (28 to 20 respondents) but nearly as many indicated a preference for both airports (18 respondents), while 16 respondents simply chose not to answer this question. There were a number of open-ended responses that suggested building/utilizing one airport for countywide air service.

8) St. Lawrence County air service is both big and small business.

An analysis of survey respondents indicated that the largest group of businesses/institutions surveyed (48.8%) employed fewer than 50 employees in St. Lawrence County. Additionally, the vast majority of respondents (65.4%) indicated that employees averaged less than 50 trips of greater than 200 miles per year. A total of 53.7% of respondents spent less than \$25,000 per year on travel.

The survey, however, also identified 11 institutions that employed more than 500 employees and 13 others that employed between 100 and 500 people. Five respondents estimated that they spent more than \$200,000 annually on travel, while 10 others estimated their travel spending at between \$100,000 and \$200,000. This suggests that any marketing approach to promote the proposed service to Albany should be specifically targeted to these 20+ institutions that utilize the lion's share of air service in the region.

9) Travel agents still lead the Internet as the preferred method for making travel arrangements.

The majority of responses from those surveyed (38.9%) utilize the services of an outside travel agent in making travel arrangements. This was followed by the Internet (28.3%) and direct contact with an airline (21.2%). This suggests that any marketing strategy to promote the Albany service should also target local and Albany-based travel agents.

10) The Sept. 11, 2001 terrorist attacks will have only an indirect impact on travel plans.

The vast majority of respondents (79.3%) indicated that the terrorist attacks of 9/11/01 would have no impact on their travel plans in the next year. Several respondents, however, indicated that their travel plans could be limited by budget cuts and other economic factors associated with the attacks.

IV. Survey Tabulation and Analysis

(Additional charts for the following questions may be found in Appendix C)

Part A: Employee/Staff Travel Characteristics (based on a sample of 82 responses)

Question #1: Total number of local (St. Lawrence County) employees:

Nearly half (48.8%) of the 82 businesses/institutions that responded to the survey indicated that they employed fewer than 50 employees in St. Lawrence County. A total of 11 institutions (13.4%) stated

Table 1: Total Number of Employees

5 Responses (6.1%)
13 Responses (15.9%) 40 Responses (48.8%)
13 Responses (15.9%)
11 Responses (13.4%)

that they employed more than 500 employees, while 13 respondents (15.9%) indicated that they employed between 100 to 500 people. Another 13 respondents (15.9%) indicated that they employed between 50 and 99 people in St. Lawrence County. Five businesses/institutions (6.1%) chose not to answer this question.

Question #2: Please give your best estimate of your company's average annual travel spending:

The majority of the 82 businesses/institutions that responded to the survey (44 responses/53.7%) estimated that their average annual travel spending was less than \$25,000. Five respondents (6.1%) estimated that they spent more than \$200,000 each year on travel, while 10 respondents (12.2%) estimated

Table 2: Average Annual Travel Spending

	•
More Than \$200,000	5 Responses (6.1%)
\$100,000 to \$200,000	10 Responses (12.2%)
\$50,000 to \$99,000	4 Responses (4.9%)
\$25,000 to \$49,000	4 Responses (4.9%)
Less Than \$25,000	44 Responses (53.7%)
No Response	15 Responsés (18.3%)
B. Comments of the comments of	

that their business/institution spent between \$100,000 and \$200,000 each year on travel. Four respondents (4.9%) estimated their firm's annual travel spending at between \$50,000 and \$99,000, while another four respondents (4.9%) estimated that they spent between \$25,000 and \$49,000 each year on travel. A total of 15 firms (18.3%) chose not to answer this question.

Question #3: What methods are used by your company to make travel arrangements?

This question included four choices from which to choose (travel agency, internal travel department, direct contact with airline and the Internet) as well as an opportunity for an open-ended response. Respondents were asked to choose all that applied to their business/institution. There were a total of

Table 3: How Travel Arrangements Are Made

Travel Agency	44 Responses
Internet	
Direct Contact w/Airline	24 Responses
Internal Travel Dept	11 Responses
Other	2 Responses
No Response	8 Responses

113 responses from the 82 respondents. A total of eight respondents chose not to answer this question. Travel agencies were used more frequently (44 responses/38.9%) to make travel arrangements. This was followed by the Internet (32 responses/28.3%), direct contact with airline (24 responses/21.2%), internal travel department (11 responses/9.7%) and other (2 responses/1.8%).

Question #4: Please give your best estimate of the average number of trips (greater than 200 miles) taken annually by employees:

This question asked for an open-ended response and included all trips, including those by air, auto and other means of travel. For this analysis, these trips were grouped by the following: More than 500 trips, 250 to 499, 100 to 249, 50 to 99 and under 50. The vast majority of respondents (53/65.4%) indicated

Table 4: Annual Number of Trips (>200 Miles)

More Than 500 Trips	2 Responses (2.4%)
250 to 499 Trips	
50 to 99 Trips	7 Responses (8.6%) 9 Responses (11.1%)
•	53 Responses (65.4%)
Less Harriso Hips	33 (1esponses (00.4 /0)
No Response	6 Responses (7.4%)
No Response	6 Responses (7.4°

that less than 50 trips of greater than 200 miles were taken annually by employees. This was followed by 50-99 annual trips (9 responses/11.1%), 100-249 trips (7 responses/8.6%), 250-499 trips (4 responses/4.9%) and more than 500 trips (2 responses/2.4%). A total of 6 respondents chose not to answer this question.

Based on the results of the survey for questions 1, 2 and 4, the 82 institutions that responded to the survey represent approximately 14,281 employees who make more than 7,000 trips greater than 200 miles each year. The estimated annual travel spending for these respondents was nearly \$5.7 million.

Question #5: How many of these trips were made...

This question asked respondents to indicate the number of trips made by employees using air service provided at either the Massena or Ogdensburg airports or using air service which began at an out-of-county airport. The vast majority of the 82 businesses/institutions surveyed (74.3%) indicated that they used air service originating from an out-of-county airport. A total of 46.3% of respondents flew exclusively from an out-of-county airport, while 28.0% of respondents utilized local air service at some level. No respondent used local airports exclusively. A total of 25.6% of respondents did not utilize air service at all or did not respond to this question. A minimum of 1,716 trips were made annually using air service provided outside of St. Lawrence County, while a total of 197 trips originated at either the Massena or Ogdensburg airports. (Several respondents put a percentage rather than number of trips when answering this question). Using this figure, respondents were 8.7 times more likely to utilize an out-of-county airport than either the Ogdenburg or Massena airports.

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Table 5: Trips Made Using Local Or Out-Of-County Airports

	Respondents Who Exclusively Used Out-of-County Airport38	(46.3%)
	Respondents Who Exclusively Used St. Lawrence Co. Airports0	(0.0%)
	Respondents Who Utilized Both Out-Of-County And Local Airports23	(28.0%)
- 1	Respondents Who Did Not Utilize Any Air Service/ No Response21	•
		` ,

Trips Originating From St. Lawrence Co. Airport

Trips Originating From Out-Of-County Airport

197 Trips

1,716 Trips

Question #6: Of those trips that began at airports outside St. Lawrence County, please rank the airports most likely used by your employees (1 = least likely; 5 = most likely): Airports in Syracuse and Ottawa were ranked most likely to be used by the employees of those surveyed, followed in rank order by Montreal, Plattsburgh and Burlington. Conversely, the Plattsburgh and Burlington airports ranked least likely to be utilized by those surveyed. A total of 15 respondents chose other airports, including Saranac Lake, Lake Clear and Albany. It is noted that 12 respondents indicated Albany as an airport that is likely used by its employees.

Table 6: Ranking of Airports (1 = Least Likely; 5 = Most Likely)

Airport	1	2	3	4	5	
Ottawa	12	5	16	15	. 15	Ollega 45 Description
Montreal	12	6	16	7	11	Other - 15 Responses
Syracuse	8	8	3	11	25	15 No Responses
Plattsburgh	20	12	1	4	8	A Section 1
Burlington	23	7	3 -	6	. 7	

Question #7: What are the major destinations of employees in your company? (Please rank the destinations by number of annual trips if possible):

This question asked respondents to rank the major destinations of employees who travel, as well as estimate the number of annual trips and current means of travel. Survey respondents also clearly identified Albany as a major travel destination. The vast majority of respondents (72%) listed the state capital as one of their top three travel destinations. Respondents took approximately 1,601 trips each year to Albany. Virtually all of these trips are currently being taken by car, despite the nearly four-hour drive-time, half of which is on two-lane roads through the Adirondacks. Other key destinations in rank order included Syracuse (59%, 1,222 trips) and New York City (43%, 589 trips). Other major destinations included Boston (303 trips), Washington, D.C. (210 trips) and Chicago (198 trips). Respondents also listed Las Vegas, Atlanta, Rochester, Buffalo, Binghamton, Toronto, Detroit, White Plains, Utica, Newark, Cincinnati, various locations in Florida, Wisconsin, Colorado, Canada, Finland and England as destinations for employees. A total of 14 businesses/institutions did not answer this question.

Table 7: Ranking Major Destinations By Employees

Destination	Ranking Order (1 = Highest Ranking) Number of Trips				Number of Trips			
Destination	1	2	3	4	5	6	7	Number of Hips
Albany	26	22	10	2	1	0	0	1,601 Trips
Boston	. 1	. 3	.3	, 4 ,	3	0	0	303 Trips
Chicago	1	2	3	4	1	4	0	198 Trips
New York City	7	11	17	6	3	2	1	589 Trips
Syracuse	24	16.	8	2	2	0	1	1,222 Trips
Washington	0	4	7	10	4	3	1	210 Trips
Other	· 11	8	4	. 3 ··	4	1 : "	1	1,868 Trips

Question #8: On a scale from 1 to 5 (1 = least important; 5 = most important), please rank the importance of the following factors that inhibit your employees from utilizing service at either the Massena or Ogdensburg airports:

This question asked the 82 businesses/institutions surveyed to rank the importance of the following factors that may inhibit employees from utilizing air service at either the Massena or Ogdensburg airports: Fares (local air service is too expensive), schedule (departure/return times are too infrequent or inconvenient), destination (too difficult/inconvenient to make connecting flights), and aircraft type (lack of jet service). Respondents were also given the option of providing an open-ended response. Fares and scheduling ranked virtually the same as the most important factors inhibiting employees

Table 8: Inhibiting Factors

Factor	Ranking Order (1 = Least Important)				
to the state of	1	2	3	4	5
Fares	4	15	14	.13	20
Destination	5	7.	11	10	6
Schedule	1	10	1.6	19	14
Aircraft Type	9	14	12	,11	5

from utilizing St. Lawrence County air service. These two factors, the expense of local air service and the inconvenience of departure/return times, were cited twice as often as important factors inhibiting local air service as problems dealing with making connecting flights or lack of jet service. Other factors cited include: state travel mandates; the overall travel time to Albany doesn't warrant air service; lack of knowledge about the service available, questions about reliability (weather-related problems) and the need for security (for transporting prisoners).

Question #9: Will the Sept. 11, 2001 terrorist Table 5: Effect of 9/11 Attacks attacks affect your travel plans next year?

The purpose of this question was to measure the effect of the Sept. 11, 2001 terrorist attacks on the travel plans of St. Lawrence County businesses/institutions. The vast majority of respondents (65 responses/

No Effect on Travel Plans Less Travel Due to Attacks	
No Response	8.5%

79.3%) indicated that the Sept. 11 attacks would have no affect on their travel plans in the next year. A total of 10 respondents (12.2%) indicated that their firm's travel plans would be affected by the attacks. A total of seven respondents (8.5%) chose not to answer this question.

Part B: Potential Use of New Air Service

Question #10: Approximately how many times do your employees drive to Albany for business purposes on an average annual basis?

This question asked respondents to provide an open-ended answer to this question, which attempted to quantify the number of trips being taken to Albany by car by employees on an average annual basis. For the purposes of this analysis, responses to this open-ended question were grouped in the following way: more than 200 trips, 100 to 200 trips, 50 to 100 trips, and less than 50 trips. The vast majority of the 82 businesses/institutions who answered this survey (76.8%) indicated that employees drive to Albany less than 50 times on an annual average basis. A total of 5 respondents (6.1%) indicated that between 100-200 trips by car were made to Albany, while 4 respondents (4.9%) responded with be-

Table 6: How Many Times Do Employees Drive To Albany?

More Than 200 Annual Trips 100 to 200 Annual Trips 50 to 100 Annual Trips Less Than 50 Annual Trips	5 Responses (6.1%)4 Responses (4.9%)
No Response	

tween 50 to 100 trips. Two respondents (2.4%) said their employees take more than 200 trips to Albany by car on an average annual basis. A total of 8 respondents (9.8%) chose not to answer this question.

Question #11: ...If the current air service to Pittsburgh were replaced with service to Albany, would your company/institution be more or less likely to use air service at Massena/Ogdensburg airports to Albany...

This question asked respondents if they would be more likely or less likely to use St. Lawrence County air service if the destination hub for this service was changed from Pittsburgh (current service) to Albany (proposed service). Of the 82 businesses/institutions surveyed, the vast majority (69.5%) indicated that they would be more likely to utilize air service at Massena/Ogdensburg airports to Albany. Only 4 respondents (4.1%) indicated that they would be less likely to utilize local air service if the destination hub was changed to Albany. A total of 12 respondents (14.3%) indicated that the proposed

Table 7: Effect of Proposed Change To Albany Destination Hub

Less Likely To Use Local	Air Service57 Responses (69.5%) Air Service4 Responses (4.9%) f Local Airports9 Responses (11%)
No Response	15 Responses (14.3%)

change in desination hubs would have no effect on their utilization of local airports. A total of 12 respondents (14.3%) chose not to answer this question.

Question #12: Would the difference in the number of connections and flight times between Pittsburgh and Albany be important to your company's travel plans?

The majority of respondents (51.2%) indicated that the difference in connections/flight times between

the Pittsburgh and Albany destination hub options is not important to their company's travel plans. A total of 35.4% of respondents indicated that the differences between the two destination hubs' connections/flight times would be important to their firm's travel plans. A total of 11 respondents (13.4%) chose not to answer this question.

Table 8: Difference Between Destination Hubs

	ns51.2% (42) 35.4% (29)
	13.4% (11)

Question #13: Given a choice, would you prefer that the new service consist of... Massena and Ogdensburg to Albany; three round trips daily ... Massena to Albany; four round trips daily, or ... Ogdensburg to Albany; four round trips daily.

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This question sought to quantify the level of support for a possible single destination/additional daily round trip option for St. Lawrence County air service. A total of 28 respondents (34%) indicated that, given a choice, they would prefer that the new service go from Massena to Albany, with four round trips daily. A total of 20 respondents (24.4%) indicated preference for an Ogdensburg to Albany air service, with four round trips daily. A total of 18 respondents (22.0%) indicated preference for service from both Massena and Ogdensburg, three round trips daily. A total of 16 respondents (19.5%) chose not to respond to this question.

Question #14: Estimate the number of round trip tickets your company/agency would be likely to purchase per year, at the proposed \$86 one-way fare to Albany and the schedule outlined in the Fact Sheet on Page 3 of this survey.

The purpose of this question was to attempt to quantify the level of commitment to the proposed service to Albany by asking respondents to estimate the number of tickets they would most likely purchase in the next year for the proposed service. A total of 16 respondents chose not to answer this question. Responses to this question were ranked in the following order:

- 0 to 10 tickets 40 respondents = Up to 400 tickets
- 21 to 30 tickets 7 respondents = 147 to 210 tickets
 - 11 to 20 tickets 4 respondents = 44 to 80 tickets
 - 31 to 40 tickets 4 respondents = 124 to 160 tickets
 - 61 to 70 tickets 44 respondents = 244 to 280 tickets
 - 41 to 50 tickets 3 respondents = 123 to 150 tickets
- 51 to 60 tickets 2 respondents = 102 to 120 tickets
- 0 tickets 2 respondents = 0 tickets
 - 100+ tickets 1 respondents = 100+ tickets

Total Additional Tickets: 1,284 to 1,500

Question #15: Would your corporation/institution be willing to promote the Albany service to your employees or visitors?

of the way and a light,

The vast majority of respondents (76.8%) stated that they would be willing to promote the proposed service to Albany to employees and visitors. Only 4 respondents (4.9%) stated that they would not promote the proposed Albany service, while 12 respondents (14.6%) chose not to answer this question.

Appendix A: Letters of Support

For nearly a year, former Massena Town Supervisor Jack Sauve spearheaded a drive to garner letters of support from various constituencies for a proposed change in destination hubs from Pittsburgh, PA to Albany, NY. Mr. Sauve received approximately 30 letters of support for the proposed change in destination hubs. Letters in support of this change came from leading industries, institutions of higher education and officials at every level of government, village, town, county state and federal. These letters were forwarded to the region's state and federal elected representatives, including: Rep. John McHugh, U.S. Senators Charles Schumer and Hillary Rodham Clinton, State Senators James Wright and Raymond Meier, and State Assemblypersons Chris Ortloff and Dierdre Scozzafava. Most of these officials also sent letters of support to the Federal Aviation Administration's Office of Essential Air Service. In the course of this study, MRSI did receive one letter in support of the Pittsburgh destination hub. This letter is included at the back of this appendix.

Those who wrote letters calling for a change in destination hubs cited several factors in support of the change. They include:

- Direct air service to Albany would help foster economic growth and enhance the sustainability of local industries, health care facilities and institutions of higher education.
- Direct air service to Albany would help minimize the "leakage" of local air passengers to out-of-county airports, particularly to Ottawa, Montreal and Syracuse. The more people utilized local air service, the greater the benefit to the local economy.
- Direct air service to Albany would enhance the region's connection to New York's state capital, the headquarters of government and the State University system. Likewise, officials in Albany would enjoy greater access to the North Country region.
- The steady decline in local air service usage, perceived to be the result of the current destination hub in Pittsburgh, has had a detrimental effect on efforts to foster new economic development.
- The decline in local air service usage has put at risk local eligibility for state and federal airport improvement grants.

The following are excepts from several of the letters of support collected by Mr. Sauve:

New York State Senator Raymond A. Meier, noting the tremendous need for convenient and efficient air travel, stated, "The sentiment in the community is virtually unanimous preferring the proposed connection to Albany over current service to Pittsburgh, Pennsylvania by way of Watertown, N.Y."

The St. Lawrence County Board of Legislators, on June 4, 2001 adopted a resolution supporting Continental's proposal for air service between Massena and Ogdensburg to Albany.

The St. Regis Mohawk Tribe, on May 8, 2000, noted, "Certainly, there are businesses that could benefit tremendously if there were direct flights scheduled to Albany, New York, and Washington, D.C. during the work week. It is a tremendous hardship for businesses organizations to travel to Ottawa, Ontario, Montreal, Quebec and Syracuse, New York to catch a flight to Albany or D.C. Time lost in driving to

these faraway airports is time lost to the employer."

Another letter of support from Tribal officials, dated January 22, 2001, also noted, "The St. Regis Mohawk Tribe is in full support of changing the "hub" of upstate New York airports from Pittsburgh, PA to Albany, N.Y. Any air travel currently being done by the St. Regis Mohawk Tribe is done via Canadian airports or the Syracuse, N.Y. airport. This is because we do not want to make connections in Pittsburgh and the added expense to connecting out of Pittsburgh... Currently the St. Regis Mohawk Tribe spends over \$406,000 on travel and hardly any is spent traveling out of the Massena airport. If these changes were made it would be a boost to the local economy and keep valuable travel and tourism dollars here within the local economy."

Joseph L. Kennedy, President of SUNY Canton College of Technology, noted, "The proposed (Albany) service would greatly benefit the North Country. Flights to and from Albany would provide a much-needed service to educational facilities and industries in our region. Albany is the state capital and also the headquarters for the State University of New York. With two (SUNY) colleges located in the St. Lawrence Valley, travel from Northern New York to the capitol region is routine."

The Town of Massena noted, "This new proposed service pattern with Albany, N.Y. as the "hub" is exactly the "shot in the arm" our region needs to stay competitive. Convenient, affordable air travel is essential for economic growth in the North Country, as well as maintaining the level of stability of our local industries, educational and health facilities. Studies have shown that we are losing one-third of our local passengers to Canadian airports. This decrease in numbers continues to put our State and Federal grant eligibility for airport improvements at risk, not to mention the obvious economic impact on our communities."

State Senator James Wright noted, "I have heard from a number of constituents who favor this change. I believe their views reflect a broad base of support in the affected communities. Direct flights from Northern New York to the state capital would be advantageous in and of themselves; in addition, the presence of competition at the Albany airport offers passengers with options they do not currently enjoy. I would urge your favorable consideration of this proposal."

State Assemblyman Chris Ortloff noted, "This new proposed service pattern with Albany, New York as the "hub" is exactly what the region needs to stay competitive. Convenient, affordable air travel is essential for the economic growth of the North Country, as well as maintaining the level of stability of our local industries, educational and health facilities. I wholeheartedly support this endeavor."

Officials from the town and village of Waddington noted, "The new proposed service pattern would be of great benefit to our communities. Flights to and from Albany would provide a much-needed service to educational, industrial and health facilities....Please help us get better connected.

2447 FK .

Village of Potsdam officials noted that they "strongly believe that better transportation accessibility to our region is critical to maintaining present and future economic diversification and growth. As you know, the Ogdensburg and Massena airports are currently losing one-third of their potential passenger base to nearby Canadian airports. This decrease in usage of our local airports has an obvious impact on our region's communities."

Town of Hammond, N.Y. officials noted, "Transportation between our northern area and the state capital is now by automobile only and our lack of a four-lane highway north of Alexandria Bay is a real handicap... We cannot afford to lose our local air passengers to Canadian airports."

Ogdensburg Bridge and Port Authority officials noted, "The three Northern New York Airports have extremely high "leakage." We are losing passenger traffic to Ottawa and Montreal, Canada, and to Syracuse, New York, as a result of schedules, airfares and connections. With the advent of Southwest (airlines) at Albany, and based on studies previously completed, we truly believe that Albany is the best destination for Northern New York airports."

Massena Memorial Hospital officials noted, "This proposal, which utilizes our state capital as the "hub" of new service, is the prescription that our region needs to further develop business and economic growth in the North Country. Convenient, affordable air travel is essential if we are to be competitive in today's marketplace."

Clarkson University President Denny Brown noted, "This university, the major industrial employers in the region, and the majority of business and professional travelers – as determined by a number of surveys taken in recent years – favor a change in the destination service from Pittsburgh to Albany, N.Y. (The Albany connection represents) a powerful incentive for our students, faculty, staff, alumni, corporate researchers with collaborative projects with Clarkson faculty, corporate recruiters of Clarkson students and vendors seeking Clarkson business. Clarkson business is now being lost primarily to Ottawa, Syracuse and Montreal; our business does not patronize the US Airways Pittsburgh shuttle. We made the same arguments the last time (DOT) EAS subsidies/route alignments were being made with no success and with very little evidence of DOT appreciation of our viewpoint...This is an upstate economic development issue of importance to our region. We need to be able to bring University visitors in and out of St. Lawrence County the same day."

Village of Massena Mayor Kenneth MacDonnell noted, "I have been working with other Northern New York communities for the past two years in an attempt to identify the cause for a nearly fifty percent decline in airline travel since 1994. A consultant was hired to find this and the documentation supports our own findings, that having the city of Pittsburgh as the hub is one of the major causes of this decline. ...Travelers in Northern New York drive to Montreal or Syracuse to originate their air travel. This is expensive, time consuming, and a true detriment to our efforts to foster new economic development in our area."

GM Powertrain officials noted, "Presently, our air travelers from the Massena Airport are presented with not only flight schedules that are less than desirable, but with flight connections that must be made through Pittsburgh, as well. There surely must be a more sensible arrangement available that would provide more routine flights and better connections through an airport closer to Massena, such as Albany, N.Y., for instance. It certainly would be more convenient for air travelers to connect out of a New York airport rather than to fly through Pittsburgh, as is now the case. In closing, we at General Motors are extremely interested in supporting local air service for the betterment of the local area and state economy. However, the service provided must be convenient for our people that travel, as well as favorable from a competitive cost standpoint, in order for us to do so."

New York Power Authority Regional Manager R. W. Ciamaga noted, "Since changing to the Pittsburgh hub several years ago, I believe that air traffic into – and from – Massena has significantly decreased. The Power Authority and its employees in Northern New York seldom, if ever, use the present service. Most of our traveling is to New York City or Westchester County and flights through Pittsburgh require too much time. A four-hour meeting necessitates nearly two business days because of travel time....The connections from (Albany) are much more suitable for our business purposes."

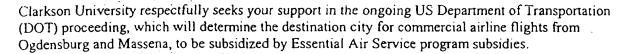


President Denny Brown
P.O. Box 5500
Potsdam, New York 13699-5500
315-268-6444 • FAX 315-268-7993
president@clarkson.edu

February 7, 2001

Hon. John M. McHugh 2441 Rayburn House Office Bldg. Washington, DC 20515-3224

Dear Congressman McHugh:



2001

TOWN OF MASSENA SUPERVISOR'S OFFICE

This University, the major industrial employers in the region, and the majority of businesses and professional travelers as determined by a number of surveys taken in recent years favor a change in the destination service from Pittsburgh to Albany, NY. As evidenced by the attached release from the Albany Airport, the number and diversity of connecting flights and lower fares to had in this city, a powerful incentive for our students, faculty, staff, alumni, corporate researchers with collaborative projects with Clarkson faculty, corporate recruiters of Clarkson students, and vendors seeking Clarkson business.

Clarkson business is now being lost primarily to Ottawa, Syracuse, and Montreal; our business does not patronize the USAirways Pittsburgh shuttle. We made the same arguments the last time (DOT) EAS subsidies/route alignments were being made with no success and very little evidence of DOT appreciation of our viewpoint. I urge you to request a comprehensive review of the underlying issues involved in this proceeding and to urge DOT not to ignore the wishes of the public "served" by their EAS decisions.

This is an upstate economic development issue of importance in our region. We need to be able to bring business and University visitors in and out of St. Lawrence County in the same day. With your help, I know this issue can be resolved to the benefit of this region.

Sincerely,

Denny Brown

President

cc:

Hon Jack Sauve, Supervisor, Town of Massena

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Danny L. Dupre, Executive Director, Ogdensburg Bridge and Port Authority

NYS Dept of Transportation Commissioner Joseph Boardman

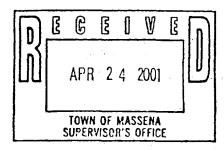
State University of New York College of Technology 34 Cornell Drive Canton, NY 13617-1096



DR. JOSEPH L'KENNEDY, President Office of the President 315-386-7204 Office 315-386-7934 FAX President@canton.edu

April 19, 2001

The Honorable Hillary Clinton United States Senate 30 Dirken Office Buiding Washington, DC 20510



Dear Senator Clinton:

Continental Connection operated by CommutAir is proposing air service between the points of Massena and Ogdensburg, N.Y. to Albany, N.Y. The proposal has been forwarded to the U.S. Department of Transportation, Office of Essential Air Service.

The proposed service would greatly benefit the North Country. Flights to and from Albany would provide a much needed service to educational facilities and industries in our region. Albany is the state capitol and also the headquarters for the State University of New York. With two State University colleges located in the St. Lawrence Valley, travel from Northern New York to the capitol region is routine. Daily round-trip flights from Massena and Ogdensburg to Albany, would provide a convenient and affordable means of connecting the North Country with central New York.

Economic growth is vital to the North Country, and this service would be extremely beneficial in that effort.

I support CommutAir's proposal and urge your endorsement as well.

Sincerely,

Joseph L. Kennedy President

xc:

Jack R. Sauve, Town Supervisor, Massena, NY Dennis DeVany, U.S. Department of Transportation



THE SENATE STATE OF NEW YORK

CHAIRMAN SOCIAL SERVICES COMMITTEE

COMMITTEE MEMBER

BANKS

CODES

CRIME VICTIMS, CRIME & CORRECTION

ENERGY & TELECOMMUNICATIONS

HIGHER EDUCATION

HOUSING, CONSTRUCTION & COMMUNITY DEVELOPMENT

IUDICIARY

RACING, GAMING & WAGERING



RAYMOND A. MEIER Senator, 47th District

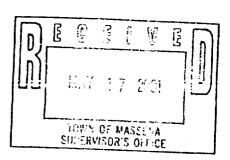
ALBANY OFFICE: ROOM 944 LEGISLATIVE OFFICE BUILDING ALBANY. NEW YORK 12247 (518) 455-3334

UTICA OFFICE: 207 GENESEE STREET UTICA. NEW YORK 13501 13151 793-2360

INTERNET ADDRESS: meier@senate.state.ny.us

May 14, 2001

Mr. Dennis DeVany
US Department of Transportation
Office of Essential Air Service
Air Carrier Fitness Division, X-53
Room 6401
400 Seventh Street, S.W.
Washington, D.C. 20590



Dear Mr. DeVany:

It is my understanding that you presently have a proposal before you from the Continental Connection to provide new air service between Ogdensburg and Massena, New York and Albany, New York.

I write to strongly support this proposal and to urge your favorable action on the request for an essential air service subsidy.

I am most particularly concerned about Massena, which lies within my Senate district. Massena is home for major manufacturing operations for Alcoa Aluminum as well as General Motors. The New York State Power Authority operates a major hydroelectric facility on the St. Lawrence River and the St. Lawrence Seaway itself is a major artery of commerce. Just a short drive away in Potsdam, New York, we have two major universities, Clarkson and the State University of New York at Potsdam. Just a few more short miles away in Canton, New York we have St. Lawrence University and the State University of New York Canton College of Technology.

All of the above mentioned institutions generate a tremendous need for convenient and efficient air travel. The sentiment of the community is virtually unanimous preferring the proposed connection to Albany over current service to Pittsburgh, Pennsylvania by way of Watertown, New York.

Mr. Dennis DeVany May 14, 2001 Page 2

Your careful consideration and favorable action with regard to this request would be most appreciated.

Very truly yours,

Raymond A. Meler State Senator

RAM:gp

cc: Jack Sauve, Supervisor, Town of Massena

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TOWN OF MASSENA OFFICE OF THE SUPERVISOR 60 MAIN STREET, MASSENA NY 13662 PH#(315)769-3588 FAX#(315) 769-0578

April 9, 2001

Congressman John M. McHugh United States Congress The Cannon House Office Building, Room 416 Washington, DC 20515

Dear Congressman McHugh:

On March 23, 2001, I received a copy of a letter of support and proposal that was sent to the U.S. Department of Transportation, Office of Essential Air Service by Joel Raymond of Continental Connection (see attached copy) with regards to new air service between the points of Massena and Ogdensburg, NY to Albany, NY.

This new proposed service pattern with Albany, NY as the "hub" is exactly the "shot in the arm" our region needs to stay competitive. Convenient, affordable air travel is essential for the economic growth of the North Country, as well as maintaining the level of stability of our local industries, educational and health facilities.

Studies have shown that we are loosing one-third of our local passengers to Canadian airports. This decrease in numbers continues to put our State and Federal grant eligibility for airport improvements at risk, not to mention the obvious economic impact on our communities.

With your support, I know we can make this proposal a commitment to the future of the North Country. Please help us get better connected.

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Jack R. Sauve Supervisor

Cc: Mr. Danny Duprey, Exec. Dir., O.B.P.A.

Mr. Gerardo Mendoza, NYSDOT

Mr. John Eagan, Commissioner of Aviation, ALB

Mr. Dennis DeVany, U.S. Dept. of Transportation



Alcoa

201 Isabella St at 7th St Bridge Pittsburgh, PA 15212-5858 USA Tel: 1 412 553 4545 Fax: 1 412 553 4498

January 12, 2001

The Honorable John M. McHugh United States Congress Room 2441, Rayburn Office Building Washington, D.C. 20515

Dear Congressman McHugh,

This is a follow up to other communication you have received relating to air service to Massena, NY and the strong desire to improve that service. The U. S. Department of Transportation has requested proposals from carriers interested in providing essential air service to the North Country.

Representing Alcoa, I share in the goal of having air service that would allow our employees and customers go in and out of Albany in a timely manner, rather than Pittsburgh. If scheduled properly, connections can be made with early flights to the major locations that are important to us. At last check, before our acquisition of the Reynolds facility in Massena, we were spending well over \$60,000 per month in air travel for our Massena employees. Only half of that travel involved Massena air service. Montreal, Ottawa and Syracuse are the locations our employees travel to begin their journey. It is a shame that 40% of that business goes out of our country. We think good service to and from Albany will strongly enhance emplanements at Massena by the entire community of both business and recreational travelers.

Thank you for your interest in this issue. We hope that you support us in getting better connected through improved air service to the North Country. A change would certainly make it easier for you to visit us!

Sincerely,

Michael L. Cooper Vice President – Government Affairs North American Extrusions St. Lawrence County
BOARD OF LEGISLATORS
48 Court Street, Court House
Canton, New York 13617-1169
(315)379-2276

DONALD R. BRINING County Administrator



STANLEY A. MORRILL
Chair, Board of Legislators

June 11, 2001

Honorable Jack Sauve
Town of Massena Supervisor
60 Main Street
Massena, NY 13662

Dear Jack:

I have enclosed resolution number 166-2001, "Supporting Continental's Proposal for Air Service Between Massena and Ogdensburg, NY to Albany, NY", which was adopted by the St. Lawrence County Board of Legislators at their Regular Board meeting held on June 4, 2001.

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If you have any questions, please do not hesitate to call me at 379-2276.

Sincerely,

Tammy M. Liscum Deputy Clerk

Enclosure(s)

Finance Committee: 5-21-2001

RESOLUTION NO. 166-2001

SUPPORTING CONTINENTAL'S PROPOSAL FOR AIR SERVICE BETWEEN MASSENA & OGDENSBURG, NY TO ALBANY, NY

By Mr. FitzRandolph, Chair, Finance Committee

WHEREAS, Continental Connection is proposing air service between Massena and Ogdensburg, New York to Albany, New York, and

WHEREAS, they would offer three direct, round trips to Albany each weekday and each weekend with connecting flights to various final destinations, and

WHEREAS, the communities of Massena and Ogdensburg have strongly indicated they would prefer this route as to the current route,

NOW, THEREFORE, BE IT RESOLVED that the St. Lawrence County Board of Legislators supports Continental Connection's proposal for this service, and

BE IT FURTHER RESOLVED that copies of this resolution be forwarded to Congressman John McHugh, Senators Hillary Clinton and Charles Schumer, Governor George Pataki, Senators James Wright, Raymond Meier, Ronald Stafford; Assembly Members Dierdre Scozzafava, Christian Ortloff, Robert Nortz; and the U.S. Department of Transportation.

STATE OF NEW YORK		
)	SS
COUNTY OF ST. LAWRENCE)	

I, Tammy M. Liscum, Deputy Clerk of the St. Lawrence County Legislature, DO HEREBY CERTIFY, that I have compared this copy of Resolution No. 166-2001, SUPPORTING CONTINENTAL'S PROPOSAL FOR AIR SERVICE BETWEEN MASSENA & OGDENSBURG, NY TO ALBANY, NY, adopted June 4, 2001, with the original record in this office and that the same is a correct transcript thereof and of the whole of said original record.

Tammy M. Liseum, Deputy Clerk
St. Lawrence County Legislature

June 5, 2001



Saint Regis Mohawk Tribe

412 State Route 37
Hogansburg, New York 13655
Tel. 518-358-2272
Fax 518-358-3203

January 22, 2001

Congressman John M. McHugh
The Cannon House Office Building
Room 416
Washington, DC 20515

Dear Congressman McHugh:

As a follow up to Chief Alma Ransom recent visit in January 2001, the Saint Regis Mohawk Tribe has heard the F.A.A. is currently seeking bids for Essential Air Service for the surrounding airports in our area. The Saint Regis Mohawk Tribe is in full support of changing the "hub" of upstate New York airports from Pittsburgh, PA to Albany, NY. Any air travel currently being done by the Saint Regis Mohawk Tribe is done via Canadian airports or the Syracuse, NY airport. This is because we do not want to make connections in Pittsburgh and the added expense to connecting out of Pittsburgh. It would be of greater value if we could change our "hub" to Albany, NY and be an improvement to the more direct economy of upstate New York.

As we are located just a few miles outside of Massena, NY, we have read the studies done by Massena, Ogdensburg, and Watertown and are in agreement with them in the belief that Albany would serve our purposes better including keeping valuable travel dollars here and give us better access to airlines such as Southwest Airlines.

Currently the Saint Regis Mohawk Tribe spends over \$406,000 on travel and hardly any is spent traveling out of the Massena airport. If these changes are made it would be a boost to the local economy and keep valuable travel and tourism dollars here within the local economy.

If you have any questions please don't he sitate to contact me at (518) 358-2272 ext. 186.

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Sincerely,

Robart Delorimiere,

Director of Economic Development

Cc: Jack R. Sauve

VILLAGE OF MASSENA

Town Hall Building Massena, New York 13662-1975

AX # 769-0257

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Congressman John McHugh United States House of Representatives 2441 Rayburn Office Building Washington, DC 20515

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Dear Congressman McHugh:

I am writing to request your support in our efforts to make effective changes in the air service afforded to Northern New York communities. We have been working with the F.A.A. to correct the current deficiencies and they are currently requesting proposals for essential air service in our area.

I have been working with other Northern New York communities for the past two years in an attempt to identify the cause for a near fifty percent decline in airline travel since 1994. A consultant was hired to research this and the documentation supports our own findings; that having the city of Pittsburgh as the hub is one of the major causes for this decline.

Pittsburgh does not offer the connecting flights our residents and business travelers need. Travelers in Northern New York drive to Montreal or Syracuse to originate their air travel. This is expensive, time consuming, and a true detriment to our efforts to foster new economic development in our area.

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Our community supports the recommendation to have Albany designated as the hub destination for Northern New York essential air service. The F.A.A. has been very responsive to our concerns and is in the process of requesting proposals for essential air service under F.A.A. Order No. 2000-12-12. This proposal specifically requests a hub destination other than Pittsburgh.

We would appreciate the opportunity to discuss this with you in more detail. Your support in attracting potential service providers is essential to our goal of providing efficient and affordable air service to the Northern New York area.

Thank you for your support and I look forward to speaking with you soon.

Sincerely yours,

Kenneth G. MacDonnell

Mayor



1/22/01

The Honorable John M. McHugh United States Congress The Cannon House Office Building, Room 416 Washington, DC 20515

Dear Congressman McHugh:

We have recently learned that the Federal Aviation Administration will be soliciting bids on Essential Air Service to our Northern New York Airports. Our purpose in writing to you is to express our desire to work with you to find a more economical, as well as convenient form of air travel to and from our region.

General Motors (GM) has spent, on the average, approximately \$250,000 annually on Air Transportation for our GM and United Auto Worker (UAW) employees to travel round trip from our facility in Massena to various destinations in the country on company related business. It should be noted, however, that the preponderance of this air travel is to Detroit, MI. Furthermore, this expenditure for air travel does not account for the dollars associated with the significant number of travelers who visit our facility during a year's time using flights originating elsewhere in U.S., but not terminating here in Massena. Unfortunately for the local economy, as well as for the convenience of our GM and UAW people that travel, both local and corporate-wide, the vast majority of this Air Travel utilizes the two major Canadian airports in relative proximity of our plant, namely, Montreal, Quebec, and Ottawa, Ontario.

There are two primary issues that we feel must be addressed in the next round of bids if we are to see a reversal of this situation for our mutual benefit.

First, the cost of Air Travel from our local airports must be competitive with what is currently available in nearby Canada. To maintain a competitive posture within our own corporation, we can ill afford to pay premium rates for Air Travel services that our other global automotive competitors can obtain at a far less cost for their business travel needs. Nor can we afford to pay premium fares for air services that are currently provided, albeit less conveniently, but at much more favorable rates in other regional airports.

Second, we must find a way to provide flight schedules and flight connections that will better serve the needs of Northern New York travelers. In our case here at GM, it is far easier to use the Canadian airports, in spite of the hassle and inconvenience presented by the US Customs and Immigrations delays, because of the flight schedule and connection availability provided there. Presently, our air travelers from the Massena Airport are presented with not only flight schedules that are less than desirable, but with flight connections that must be made through Pittsburgh, as well. There surely must be a more sensible arrangement available that would provide more routine flights and better connections through an airport closer to Massena, such as Albany, NY, for instance. It certainly would be more convenient for air travelers to connect out of a New York airport rather than to fly through Pittsburgh as is now the case.

In closing, we at General Motors are extremely interested in supporting a local air service for the betterment of the local area and state economy. However, the service provided must be convenient for our people that travel, as well as favorable from a competitive cost standpoint, in order for us to do so.

Sincerely,

John W. Lancaster Plant Manager

Michael St. Thomas

President - UAW Local 465



Saint Regis Mohawk Tribe

412 State Route 37 Hogansburg, New York 13655 Tel. 518-358-2272 Fax 518-358-3203

May 8, 2000

Mr. Jack Sauve Massena Town Supervisor Town Hall Massena, New York 13662

Re: Expansion of Massena Airport

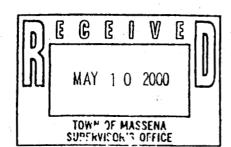
Dear Mr. Sauve:

This letter is to inform your office that we are offering some reasons why there is a need to improve the air travel service in and out of the Massena International Airport.

Certainly, there are other businesses that could benefit tremendously if there were direct flights scheduled to Albany, New York and Washington, D.C. during the work week.

It is a tremendous hardship for business organizations to travel to Ottawa, Ontario, Montreal, Quebec, and Syracuse, New York to catch a flight to Albany or D.C. Time lost in driving to these far away airports is time lost to the employer.

Enclosed is an example of expenses the St. Regis Mohawk Tribal Council has incurred in travel costs for the past year for the Saint Regis Mohawk Tribal Council. As you can see the Tribal Council and it's programs and services travel extensively.



Ronald W. Clamaga Regional Manager Northern NY



January 15, 2001

Senator Hillary Clinton Senate Dirksen B40 Suite 6 Washington, DC 20515

Dear Senator Clinton:

The Town of Massena is presently petitioning the F.A.A. to change essential air service from the Pittsburgh hub to Albany. The cities of Ogdensburg and Watertown, who are also on the flight route, are joining in this request. My letter to you is to request your support of the petition.

Since changing to the Pittsburgh hub several years ago, I believe that air traffic into, and from, Massena has significantly decreased. The Power Authority and its employees in Northern New York seldom, if ever, use the present service. Most of our traveling is to New York City or Westchester County and flights through Pittsburgh require too much time. A four-hour meeting necessitates nearly two business days because of the travel time. We have taken to using Montreal, Ottawa, and on some occasions, Plattsburgh for flights to those destinations. This is not satisfactory as each of these is a two-hour drive from Massena, and airfares are outrageously high from the Canadian airports (\$600 - \$900).

I ask you to vigorously support Massena, Ogdensburg, and Watertown's petition to establish Albany, New York as our hub. The connections from there are much more suitable for our business purposes.

Thank you.

Sincerely,

R.W. Ciamaga

Regional Manager, Northern NY

RWC:kms

Cc: J. Sauve

Supervisor, Town of Massena



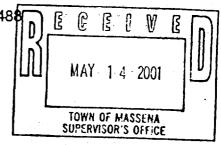
TOWN OF LAWRENCE PO BOX 160 1972 U.S. HGWY 11C

1372 000. 11011 1 110

NO. LAWRENCE, N.Y. 12967

TELE: 315-389-4487 FAX:315-389-448

E-MAILxlerk@northnet.org



May 10, 2001

The Town Board of the Town of Lawrence is in full support of the proposal by Continental Connection, operated by Commutair to change the service pattern making Albany, N.Y. the hub as opposed to Pittsburgh, Pa. as it is presently.

The Town Board feels this would be of great benefit to our communities with flights to and from Albany.

We ask that you support the Town of Massena in this proposal from Continental.

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Town Board Town of Lawrence

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cc:Jack Sauve

Senator Hillary Clinton
Senator Charles Schumer
Congressman John McHugh
Senator Raymond Meier
Senator James Wright
Assemblyman Chris Orloff
Assemblywoman Dierdre Scozzafava
Mr. Dennis DeVany

Delivered-To: murphyja@potsdam.edu

From: "Bernard \"Joe\" Cardinal" < jcar@twcny.rr.com>

To: <murphyja@potsdam.edu> Subject: Massena air sevice

Date: Sat, 23 Mar 2002 15:12:44 -0500

MIME-Version: 1.0

X-Priority: 3

X-MSMail-Priority: Normal

X-MimeOLE: Produced By Microsoft MimeOLE V6.00.2600.0000

والمراجع وال

Jim, Thanks for the time you took to talk to me regarding air service out of Massena. My family and I travel to and from the west coast on the average of three times a year. We use Albany almost exclusively because of the great rates and flight schedules. Air service to Albany from Massena would positively benefit my family's travel in the future. Sincerely, Joe Cardinal 23 Randall Dr. Massena, N.Y.

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OBPA

CONNIE G. AUGSBURY
Vice Chairman

REV. MSGR. ROBERT J. GIROUX Secretary

> GARY R. ALFORD Assistant Treasurer

FREDRICK J. CARTER Sr. Treasurer

ROGER L. McBATH Assistant Secretary

MARY M. FARLEY Member

GDENSBURG BRIDGE AND PORT AUTHORITY

ONE BRIDGE PLAZA, OGDENSBURG, NEW YORK 13669, U.S.A. (315) 393-4080 Fax # (315) 393-7068 www.ogdensport.com

DANNY L. DUPREY Executive Director

April 13, 2001

APR 1 7 2001

TOWN OF MASSENA
SUPERVISOR'S OFFICE

Honorable Charles E. Schumer United States Senator Hart Senate Office Building, Rm. 313 Washington, DC 20510-3202

Dear Senator Schumer:

The Ogdensburg Bridge and Port Authority, as owner and operator of the Ogdensburg International Airport, is writing to seek your support for a new air service proposal received from Continental Connection. This proposal would provide air service from Massena and Ogdensburg, New York, to Albany, New York. This is in contrast to the current service for Ogdensburg, Massena, and Watertown to Pittsburgh. We understand Watertown is being considered for flights through Utica to a New York City airport.

The three Northern New York airports have extremely high "leakage." We are losing passenger traffic to Ottawa and Montreal, Canada, and to Syracuse, New York, as a result of schedules, airfares, and connections. With the advent of South West at Albany, and based on studies previously completed, we truly believe that Albany is the best destination for the Northern New York airports.

Your support of this change will be instrumental in convincing the Federal Aviation Administration to approve this change.

Should you have any questions, please do not hesitate to give me a call so that we may discuss in more detail.

Sincerely,

Danny L. Duprey
Executive Director

DLD/th

Cc

Mr. Jack Sauve, Town Supervisor, Massena

Mr. Gerardo Mendoza, United States Department of Transportation

Mr. John Egan, Commissioner of Aviation, Albany

Mr. Joel T. Raymond, Continental Connection



23 March 2001

US Department of Transportation Office of Essential Air Service Air Carrier Fitness Division, X-53 Room 6401 400 Seventh Street, S.W. Washington, D.C. 20590

Attn: Mr. Donnis DeVany

Dear Mr. DoVany:

Champlain Enterprises Inc. (CEI) would like to submit this letter of support for the attached proposal for air service between the points of Massena and Ogdensburg, NY to Albany, NY. Our proposed service pattern is to offer three direct round trips to Albany each weekday and three direct round trips over each weekend. The proposed annual subsidy is \$1,343,388.

150

The communities of Massena and Ogdensburg have strongly indicated that service to the state capital of NY would be preferable over the current service to Pittsburgh, PA via Watertown, NY. CEI proposes to meet this demand by offering three well-timed flights to ALB.

CEI will make certain those wishing to travel beyond ALB have the opportunity to do so by attempting to time all flights to connect with Continental Airlines hub service to CLE and EWR via ALB. In addition to CO's presence, at ALB, the community has expressed interest to have access to other airlines servicing ALB as well. In looking at other airline schedules, it is our belief that we will also meet this, demand.

Attached are the following:

1. CEI's compensation proposal.

CEI's schedule proposal.

I am available at your convenience to discuss our service and subsidy proposal.

Respectfully Submitted,

Joel T. Raymond

Director of Market & Route Schedules

Attachments

Ce: Mr. Jack Sauve, Town Supervisor, Massena, NY

Mr. Danny Duprey, Town Supervisor, Ogdensburg, NY

Mr. Gerardo Mendoza, NYSDOT

Mr. John Egan, Commissioner of Aviation, ALB

CEI MSS/OGS-ALB Service Proposal March 2001

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		El	
in the second of	ISS/OGS-ALB	Service Proposal	
	Marci	2001	
		ANNUAL	
Total Passengers MSS-ALB			
Total Passengers OGS-ALB		7,322	
		3,139	
Total Passengers PLB-ALB		468	
Average Fare MSS-ALB		\$105	
Average Fare OGS-ALB		\$100	
Average Fare PLB-ALB			
Passenger Revenues MSS		\$89	
Passenger Revenues OGS		\$788,810	
Passanger Revenues PLB		\$313,900	
		\$7,921	
Total Passenger Revenues		1,090,631	• • •
Freight @ 1% Pax Rev.		\$10,908	
Total Revenues		\$1,101,537	•
		41,141,007	
Blook hours @ 97%	2210		
Flights @ 97%	2,240		
RMP's	3,832	H	
rum 3	1,708,628		
Crew & Training Per Blk Hr.	\$124.30	\$278,432.00	
Hull Insurance Per Bik Hr.	\$8.88	\$19,443.20	
Fuel & Oil Per Blk Hr.	\$140.76	\$315,302.40	
Supplies and Dispetch Per Blk Hr.			
Maintenance Per Bik Hr.	\$7.27	\$18,284.80	
	\$130.70	\$292,768.00	
Depreciation Per Blk Hr.	\$117.32	\$262,798.80	
Total Directs		\$1,185,027	
	*		
Station MSS	1. 4	\$240,000	
Station OGS		\$240,000	
Landing & Aircraft Svcs Per Ldg (ALB)	\$43.18	\$53,889	
Landing & Aircraft Svcs Per Ldg (MSS)	\$12.70		**************************************
Landing & Aircraft Svcs Per Ldg (OGS)	\$12.70 \$12.70	\$15,850	
Reservations Per Passenger		\$15,860	
	\$17.52	\$191,476	
Passenger Liability Insurance Per RPM	\$0.005031	\$8,586.05	and the second s
Marketing & Promotions		\$50,000	
Administrative	2.98%	\$59,620.18	and the second s
Total Indirect		\$875,270	
	3	ARCAMIA	
Total Operating		40 220 220	
19th Sprinning		\$2,060,297	
Interest Courses Day 2011			·
Interest Expense Per Blk Hr.	\$125.72	\$281,613	
Profit	5%	\$103,015	
		• • • •	
Total Economic		\$2,444,925	
		A P. 1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.	
Annual Subsidy		44 944 554	
Autorit Canonia		\$1,343,388	

\$1,343,388 0 = 2240 hrs.; 3,632 Flights 1/MSS&OGS-ALB: 72 fits./week X 37 min. X 52 weeks X .97/60 = 2240 hrs.; 3,632 Flights "There is a need to have this aircraft orig in PLB. PLB-ALB revenue is accounted for in the proposal, as well as the Blk. Hrs and flight segments.

THE SENATE STATE OF NEW YORK

JAMES W. WRIGHT SENATOR, 46TH DISTRICT ALBANY OFFICE:
ROOM 707
LEGISLATIVE OFFICE BUILDING
ALBANY, NEW YORK, 12247
[518] 455-2346
FAX (518) 455-2365
1-800-406-6469

DISTRICT OFFICE:
DULLES STATE OFFICE BUILDING
317 WASHINGTON STREET
WATERTOWN, NY 13601
(315) 785-2430
FAX (315) 785-2498

INTERNET ADDRESS
WRIGHT@SENATE STATE NY.US

April 24, 2001

Dennis DeVany Federal Aviation Administration Office of Essential Air Service Room 6401 400 Seventh Street S.W. Washington, DC 20590

Dear Mr. DeVany:

CHAIRMAN

COMMITTEE ON ENERGY &

TELECOMMUNICATIONS

SMALL BUSINESS TASK FORCE

COMMITTEE MEMBER

AGRICULTURE

ALCOHOLISM & DRUG ABUSE

BANKS

COMMERCE, ECONOMIC DEVELOPMENT

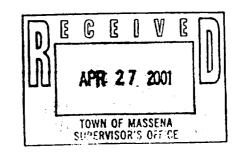
& SMALL BUSINESS

CRIME VICTIMS. CRIME & CORRECTION

LABOR

TOURISM, RECREATION & SPORTS DEVELOPMENT

VETERANS & MILITARY AFFAIRS



It is my understanding that Champlain Enterprises Inc. has submitted a proposal for air service between Massena and Ogdensburg, New York to Albany, New York. Under this proposal, Continental Connection would link these communities with three direct round trips daily. This would replace the current arrangement whereby passengers are routed through Pittsburgh, Pennsylvania.

I have heard from a number of constituents who favor this change. I believe their views reflect a broad base of support in the affected communities. Directs flights from Northern New York to the state capital would be advantageous in and of themselves, in addition, the presence of competition at the Albany airport offers passengers with options they do not currently enjoy.

I would urge your favorable consideration of this proposal. Please feel free to call on me if I can be of any assistance in this matter.

Jim Wright
State Senator

Cc. Mr. Jack Sauve, Town Supervisor, Massena Mr. Danny Duprey, Executive Director, OPBA Congressman John M. McHugh

TOWN OF MASSENA OFFICE OF THE SUPERVISOR 60 MAIN STREET, MASSENA NY 13662 PH#(315)769-3588 FAX#(315) 769-0578

December 27, 2000

Senator Hillary Clinton United States Senate 30 Dirken Office Building Washington, DC 20510

Dear Senator Clinton:

In a June 2000 publication of View Points 2000, issued by the N.Y. State Assembly, the newly adopted State budget was praised as including "record levels of funding to improve roads, bridges, mass transit and air travel in New York State". Also mentioned was new funding allocated "to allow for improvements to airports to attract competition and lower fares for travel within New York State, two things vital to improving our upstate economy". Unfortunately, like the lack of a highway system, present air service is not servicing us well.

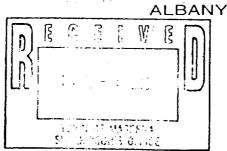
Recently, we received word that the F.A.A. plans to invite airlines to bid on Essential Air Service for our area airports. Presently our "hub" is Pittsburgh, PA which has caused a large decrease in numbers traveling from our local airports. Residents and business people are utilizing Canadian airports or Syracuse because they do not want to make connections in Pittsburgh.

The communities of Massena, Ogdensburg and Watertown are in agreement with exhaustive studies we have conducted that the best "hub" location would be Albany, NY. The Capital is a much better connection, closer in proximity to upstate New York along with better connections with South West Airlines. Also in support of the Albany connection are four area colleges, two of which are state facilities and local industries such as General Motors, Alcoa and the New York Power Authority. The success of these educational and industrial facilities makes a significant economical impact on many upstate communities. Having to travel to Canada or Syracuse to catch flights is a tremendous hardship resulting in lost time to both employees and employers.



CHRIS-ORTLOFF 110th Assembly District Clinton, Franklin and St. Lawrence Counties

THE ASSEMBLY STATE OF NEW YORK



April 30, 2001

VICE CHAIRMAN MINORITY CONFERENCE

COMMITTEES
Environmental Conservation
Corporations, Authorities & Commissions
Rules
Ways & Means

RANKING MINORITY MEMBER Legislative Commission on Demographics & Reapportionment

> Legislative Commission on Science & Technology

Mr. Dennis DeVany Office of Aviation USDOT 400 Seventh Street, SW Washington, DC 20590

Dear Mr. DeVany:

I am pleased to advice you that I am in full support of the Town of Massena and the Ogdensburg Bridge and Port Authority in their endeavor to provide new air service between the points of Massena and Ogdensburg, New York to Albany, New York.

The communities of Massena and Ogdensburg have strongly indicated that service to the state capital of New York would be preferable over the current service to Pittsburgh Pennsylvania via Watertown, New York and I agree that this would be an excellent alternative to the current air travel available.

This new proposed service pattern with Albany, New York as the "hub" is exactly what this region needs to stay competitive. Convenient, affordable air travel is essential for the economic growth of the North County, as well as maintaining the level of stability of our local industries, educational and health facilities.

Again, I whole-heartedly support this endeavor. If you should need any further assistance, feel free to contact my office.

Sincerely,

CHRIS ORTLOFF

Member of Assembly

GCO/ga

Cc: Mr. Danny Duprey, Exec. Dir., O.B.P.A

Mr. Jack Sauve, Town Supervisor, Massena

VILLAGE OF POTSDAM

CIVIC CENTER PARK STREET

P.O. BOX 5168
POTSDAM, NEW YORK 13676

PHONE (315) 265-7480 FAX (315) 265-3149

July 9, 2001

Congressman John M. McHugh 2441 Rayburn House Office Building Washington, DC 20515

Dear Congressman McHugh:

I understand that Continental Connections submitted a proposal to the U.S. Department of Transportation, Office of Essential Air Service in late March proposing new air service between the points of Massena and Ogdensburg, NY to Albany, NY. This proposal would change the current service pattern, making the Albany International Airport the hub instead of Pittsburgh, PA, as is presently.

This change in service would be of tremendous benefit to the communities of St. Lawrence County. Flights to and from Albany would provide a much needed service to educational, industrial and health facilities – as well as to any North Country residents looking for affordable, convenient travel to our state capital. I strongly believe that better transportation accessibility to our region is critical to maintaining present and future economic and industrial diversification and growth.

As you know, the Ogdensburg and Massena airports are currently losing one-third of their potential passenger base to nearby Canadian airports. This decrease in usage of our local airports has an obvious impact on our region's communities.

I ask that you support the Continental Connections proposal to help the North Country get better connected.

Sincerely yours, Toest J. Russell

Joseph J. Russell, Chairman

Damon Field Airport Committee

Cc: Mr. Dennis DeVany, U.S. Department of Transportation

Supervisor Jack Sauve, Town of Massena, NY

Mr. Gerardo Mendoza, NYS DOT

Mr. John Eagan, CEO, Albany County Airport Authority



YIROHTUA TROGRIA YTKUOO YMAEJA

TROPORT ANOTHER METERS AND THE

ADMINISTRATION BUILDING

5UITE 200

ALBANY, NEW YORK 12311-1057

TEL:

SITE:

518.242.2222

ADMIN FAX:

518.242.2641

FINANCE FAX: \$18,242,2640

www.albanyairpo:t.com

July 24, 2001

Honorable Michael R. McNulty U.S. Congress 2161 Rayburn House Office Building Washington, DC 20515

Dear Congressman McNulty:

I am transmitting herewith a copy of Mr. Joseph Russell's, July 9, 2001, letter regarding essential air service between the Massena and Ogdensburg. New York area to Albany. New York. This letter is one of many I have received copies of regarding the concern of residents of northern New York, regarding not only the convenience of air service to their area, but of equal importance, the inherent cost penalties. Since we have a very attractive fare schedule here at Albany and since the geographic location of Albany to the Massena-Ogdensburg area is more convenient to the majority of travelers when compared with Pittsburgh, Pennsylvania, I wanted to let you know of our support for this proposal.

Any support you could provide for this change in service would, not only benefit Albany International Airport, but I'm sure be very greatly appreciated by our service area to the north.

Sincerely.

John C. Egan

Chief Executive Officer

JCE:go

Mr. Joseph J. Russell, Chairman, Damon Field Airport Committee

Line Browning

Supervisor Jack Suave, Town of Massena, NY

Mr. Dennis DeVany, US Dept. of Transportation

Mr. Gerardo Mendoza, NYSDOT

HILLARY RODHAM CLINTON

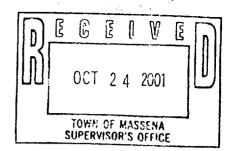
NEW FORK

RUSSELL SENATE OFFICE BUILDING SUITE 476 WASHINGTON OC 20510-1264 202-224-4451

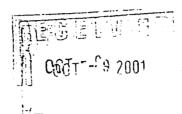
United States Senate

WASHINGTON, DC 20510-3204

September 20, 2001



Mr. Charles F. Fahd, II Chief Executive Officer Massena Memorial Hospital One Hospital Drive Massena, New York 13662



Dear Mr. Fahd:

Thank you for writing about Essential Air Service. Your thoughts and concerns are very important and I appreciate that you have taken the time to share them with me.

My efforts in the next few weeks will be focused on the actions necessary to help New York State and our nation recover from the horrific events of September 11. Already the Congress has allocated 40 billion dollars for immediate emergency relief, national security and counter-terrorism, and to help us rebuild in New York and Virginia. Additional legislation will provide for expedited processing of benefits under the Federal Public Safety Officers Benefit Program for the families of many of the rescue workers who were lost in the tragedy.

Please know that as the Senate returns to deliberation of the many other important issues facing our country, I will keep your concerns in mind. At this tragic time, I ask that you join your prayers with mine for the victims and for their families.

Sincerely yours,

Hillary Rodham Clinton

Hillary Rodhan Clinton

TOWN OF HAMMOND

Mrs. Ann A. Mitchell, Clerk P.O. Box 219 Hammond, NY 13646

June 2, 2001

Congressman John M. McHugh United States Congress The Cannon House Office Building Room 416 Washington, DC 20515

Dear Congressman McHugh:

I have been directed by the Hammond Town Board to convey their support for the proposed new air service between the points of Massena and Ogdensburg to Albany, NY. Transportation between our northern area and the State Capital is now by automobile only and our lack of a four lane highway north of Alexandria Bay is a real handicap. The new proposed air service pattern with Albany, NY as the "hub" would be the boost our region needs to stay competitive and in touch with our state capital. Convenient, affordable air travel is essential for the economical growth of the North Country, as well as maintaining the level of stability of our local industries, educational and health facilities.

We cannot afford to lose our local air passengers to Canadian airports since this negatively impacts our grant eligibility for airport improvements, not to mention the obvious economic blow to our northern communities. Your support is needed to make this proposed change a reality. Please help improve our connection with the rest of New York State.

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Ann A. Mitchell, Clerk
Town of Hammond

Cc: Jack R. Sauve, Supervisor-Town of Massena Dr. Danny DuPrey, Executive Director, OBPA

AAM/dm



January 29, 2001

Congressman John McHugh
House of Representatives
2441 Rayburn House Office Building
Washington, DC 20515-3224

Dear Congressman McHugh,

Recently the Town of Massena received notification that the F.A.A. plans to invite airlines to bid on "Essential Air Service" for our area airports.

A CONTRACTOR OF THE SECOND SECURITY

Contract Killian

U.S. Airlines, whose "hub" is located in Pittsburgh, PA, has experienced a significant decrease in the number of travelers from our local airports. In years past when Massena's "hub" was Syracuse, NY, nearly 8,000 travelers/year used the airport. Today, with Pittsburgh, PA, as our "hub", less than 3,000/year use the facilities. Our residents and business people are utilizing airports located in Montreal, Ottawa, Burlington, VT or Syracuse, NY.

The communities of Massena, Ogdensburg and Watertown are in agreement with the studies that have been conducted that conclude that Albany, NY would be the best "hub" location for the North Country. The Capital of our state is the location of choice, closer in proximity to the upstate area, with better connections to already well-established carriers.

Supporters of the Albany, NY, "hub" include Claxton-Hepburn Medical Center, General Motors, Alcoa, New York Power Authority, Massena Memorial Hospital and our four (4) area colleges. The continued success of these education, healthcare and industrial facilities make a significant economical impact on many upstate communities. Traveling to a foreign airport in Canada or driving three hours to Syracuse or Burlington places tremendous hardship resulting in lost time for both employees and employers.

Congressman McHugh
January 29, 2001
Page -2-

We believe that there are many opportunities being lost and significant gains to be realized through the improvement of air service in the North Country. Your assistance in making Albany, NY, our new "hub" would be greatly appreciated.

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ANTONOMIC ELECTRON

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entral particular fraction of the property of the second section of

Sincerely,

Charles F. Fahd, II Chief Executive Officer

C: Mr. Jack Sauve, Massena Town Supervisor

Mbhaf. Falan

VILLAGE OF POTSDAM

CIVIC CENTER PARK STREET

P.O. BOX 5168 POISDAM, NEW YORK 13676

PHONE (315) 265-7480 FAX (315) 265-3149

June 7, 2001

Senator Raymond Meier 944 Legislative Office Building Albany, NY 12247

Dear Senator Meier: Ray

I understand that Continental Connections submitted a proposal to the U.S. Department of Transportation, Office of Essential Air Service in late March proposing new air service between the points of Massena and Ogdensburg, NY to Albany, NY. This proposal would change the current service pattern, making the Albany International Airport the hub instead of Pittsburgh, PA, as is presently.

This change in service would be of tremendous benefit to the communities of St. Lawrence County. Flights to and from Albany would provide a much needed service to educational, industrial and health facilities – as well as to any North Country residents looking for affordable, convenient travel to our state capital. I strongly believe that better transportation accessibility to our region is critical to maintaining present and future economic and industrial diversification and growth.

As you know, the Ogdensburg and Massena airports are currently losing one-third of their potential passenger base to nearby Canadian airports. This decrease in usage of our local airports has an obvious impact on our region's communities.

I ask that you support the Continental Connections proposal to help the North Country get better connected.

Sincerely yours, Ruth F. Garner

Ruth F. Garner

Mayor

Cc: Mr. Dennis DeVany, U.S. Department of Transportation

Supervisor Jack Sauve, Town of Massena, NY

Mr. Gerardo Mendoza, NYS DOT

Mr. John Eagan, CEO, Albany County Airport Authority



THE ASSEMBLY STATE OF NEW YORK ALBANY

RANKING MINORITY MEMBER Local Governments Committee

COMMITTEES Education

Economic Development, Job Creation, Commerce & Industry Social Services

May 22, 2001

Jack R. Sauve Town of Massena Supervisor 60 Main Street Massena, NY 13662

Dear Mr. 8auve:



Thank you for your recent letter regarding the new air service proposal that you received from Continental Connection.

Please be assured of my support for your efforts. I would like to schedule a time that we could meet and discuss your progress on this vital transportation issue. Thanks again for your correspondence. If I may be of any further assistance, please do not hesitate to contact me in the future.

SAMOON SERVICE SERVICE AND ALL SERVICES

Sincerely,

Dierdre Scozzafava Member of the Assembly 112th Assembly District

DKS/als

LOWELL KELSEY SUPERVISOR

MARY JO THOMPSON TOWN CLERK

LARRY RUSSELL SUPT. OF HIGHWAYS

WAYNE WILLIAMS TOWN JUSTICE

TOWN OF STOCKHOLM

St. Lawence County

P.O. Box 206

Winthrop, New York 13697

Phone (315) 389-5171

Fax (315) 389-4097

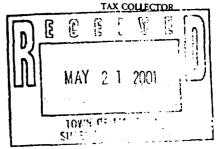
DAVID GEBO COUNCILMAN

KEVIN KINGSLEY COUNCILMAN

ROBERT McCUIN COUNCILMAN

ELIZABETH BARNES COUNCILMAN

SARA LYNCH



May 17, 2001

Mr. Jack R. Sauve, Supervisor TOWN OF MASSENA 60 Main St. Massena, NY 13662

Dear Mr. Sauve:

4.12-3.1

Just a note to let you know that the Stockholm Town Board submitted letters of support for air service between the points of Massena and Ogdensburg, NY to Albany, NY.

Letters were mailed to all the representatives that you requested. Good luck with your air service proposal.

Sincerely,

Lowell E. Kelsey, Supervisor

Town of Stockholm

TOWN of WADDINGTON
WADDINGTON, NY 13694
Telephone (315) 388-5629
Fax (315) 388-5957
WILLIAM R. GREENE, SUPERVISOR

MAY 1 1 2001

TOWN OF MASSER A SUPERVISOR'S OFFICE

TOWN CLERK
CAROL A. BURNS

SUPT. OF HIGHWAYS TERRY MAYETTE

HEALTH OFFICER SR. JOAN MCELWAIN, P.A.

> ASSESSOR KENNETH L. PIERCE

> > HISTORIAN E. JANE LAYO

BOARDS'
HEPBURN LIBRARY
TOWN PLANNING
CONSOLIDATED HEALTH

COMMISSIONS
JOINT RECREATION

May 8, 2001

Senator Charles E. Schumer United States Senate Harte Senate Office Building, Room 313 Washington, DC 20510

Dear Senator Schumer:

The Town and Village of Waddington would like to request your support in Continental Connection's endeavor to provide new air service between the points of Massena and Ogdensburg, NY to Albany NY.

The new proposed service pattern would be of great benefit to our communities. Flights to and from Albany would provide a much-needed service to educational, industrial and health facilities. Convenient, affordable air travel is essential for the economic growth of the North Country.

With your support, I know we can make this proposal a commitment to the future of the North Country! Please help us get better connected.

Very truly yours,

William R. Greene,

Town Supervisor

De Skillips, Elizabeth J. Phillips,

Village Mayor

Cc: Mr. Danny Duprey, Exec.Dir., O.B.P.A.
Mr. Jack R. Sauve, Town Supervisor Massena

TOWN JUSTICE WELDON G. BARKLEY

COUNCIL MEMBERS
WILLIAM R. DALTON
SHIRLEY ROBINSON
LAWRENCE SEARS
STEPHEN MCKNIGHT

FIRE, BUILDING
AND DEVELOPMENT
ADMINISTRATOR
DENNIS DUMAS

TOWN ATTORNEY
THOMAS J. SNIDER

JOHN M. McHUGH

241# DISTRICT, NEW YORK

COMMITTEE ON ARMED SERVICES

SUBCOMMITTEE ON MILITARY PERSONNE.
CHAIRMAN

SUBCOMMITTEE ON MILITARY INSTALLATIONS

SPECIAL OVERSIGHT PANEL ON MORALE.
WELFARE AND RECREATION

COMMITTEE ON GOVERNMENT REFORM

Subcommittee on National Security.
Veterans' Affairs, and International Relations

SUBCOMMITTEE ON ENERGY POLICY.
NATURAL RESOURCES, AND REGULATORY AFFAIRS

COMMITTEE ON INTERNATIONAL RELATIONS

SUBCOMMITTEE ON THE MIDDLE EAST AND SOUTH ASIA

Mr. Charles F. Fahd, II Chief Executive Officer Massena Memorial Hospital One Hospital Drive Massena, New York 13662



Congress of the United States

House of Representatives

2441 Kayburn House Ollice Building Washington, BC 20515-3224

(202) 225-4611

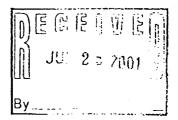
http://www.house.gov/mchugh/



404A KEV BANK BUILDING 200 WASHINGTON STREET WATERTOWN, NY 13601 (3151 782-3150

104 FEDERAL BUILDING PLATTSBURGH, NY 12901 (518) 563-1406

FULTON COUNTY OFFICE BUILDING 223 WEST MAIN STREET ROOM 10 JOHNSTOWN NY 12095 (518) 762-0379



Dear Charlie:

Thank you for contacting me to express support for the proposal submitted by CommutAir to the U.S. Department of Transportation for the purpose of providing air service between Massena/Ogdensburg and Albany, New York.

First, as you know, I am a strong supporter of the Essential Air Service Program. Every year I fight to identify and enact funding to help maintain the program and, consequently, air service to all four of our subsidized EAS communities in Northern New York -- Massena, Ogdensburg, Watertown and Lake Clear. This year I am pleased to tell you that we were successful in convincing the House Appropriations Committee to approve additional funds for fiscal year 2002, which begins October 1, 2001, and to reject cutbacks in the current eligibility guidelines for receiving subsidized service. At this point, I have every reason to believe the full House and Senate will concur with the Committee's action in this regard. If this is the case, our four communities will continue to be eligible for at least minimum, subsidized air service for the coming year.

With regard to CommutAir's specific plan for service between Massena/Ogdensburg and Albany, I have already spoken with Department of Transportation officials concerning the communities support. I am advised that the Department has requested that CommutAir submit a proposal for Watertown service, as well, and that Mesa Airlines, the current carrier for the communities, has been asked to submit their own proposal covering all three communities. Those proposals have yet to be received by the Department.

Once the submissions have been received, the options and the costs associated with them will be reviewed by the Department and the communities will be asked for their input once again. Based on the preferences of the communities and the appropriations available, a final proposal will be developed by the Department. I know that you, as I do, look forward to seeing both CommutAir's and Mesa's full recommendations for Ogdensburg, Massena and Watertown.

5:111 C

In the meantime, I will once again share with DOT officials the communities' support for air service options involving Albany as a hub for air service in our region. We must continue to pursue upgraded service for passengers utilizing our facilities, and I stand ready to continue assisting with this important and vital endeavor.

With best wishes, I am

Sincerely yours,

John M. McHugh Member of Congress Merwin Rural Services Institute
c/o SUNY Potsdam
44 Pierrepont Avenue
Potsdam, New York 13676-9989
Attn: Mr. Jim Murphy

20 Serra Lane Massena, New York 13662 February 10, 2002

To Whom It May Concern:

I am a weekly passenger on the US Airways Express that travels between Massena and Pittsburgh. I work for Alcoa and travel from Massena to Pittsburgh, Knoxville (Tennessee), and several other destinations on business. I prefer to travel from Massena because it is convenient and reduces my travel time.

If the destination were to change, it would be very difficult and far more time consuming for me to reach Pittsburgh and, especially, Knoxville. Several business travelers and I would have to originate our travel from either Ottawa or Montreal to reach our final destinations. Traveling from Ottawa or Montreal would cause us to begin our traveling at least three hours sooner when you consider driving time and being there at least an hour before our flight times. Additionally, this is contradictory to the goal of increasing local air service usage.

The proposal to change the destination to Albany sounds good to those that do not fly frequently. However, the number of connections available from Albany is only half of the number departing from Pittsburgh. Since the flights from Albany are divided among several airlines, the flights offered by each airline is reduced to about four flights per day. With only a handful of flights available daily there will only be a few flight times from which to choose. Since Albany is not a true hub, most flights will have to connect through an additional airport that is a hub in order to reach many destinations.

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After searching Travelocity for connecting flights from Albany to other locations, I found that the connecting flight times were typically 11:00 AM and later. This translates to a three or four hour layover for connecting flights leaving Albany. Combine this with another layover and another flight to reach your final destination and business travelers cannot reach their destination and conduct business on that day.

As an alternative, I would like to ask for some minor changes that would enhance the use of the current airline. I recommend that the 5:00 AM flight be changed to 6:00 AM and the flight that currently arrives at 12:46 AM be moved up to an 11:00 PM arrival. I believe these changes would make the current airline "user-friendly" and more appealing to business travelers and the general public alike.

Thank you for considering my opinion. I can be reached at 764-4104 during the day and by e-mail at dwight.job@alcoa.com for further comment.

Respectfully submitted,

Dwight. Job

cc: Sandford T. Cook, Massena Town Supervisor John Murray, Massena Town Board Member

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Appendix B: Survey Instrument

Date: January 18, 2002

To: Current and potential users of St. Lawrence County air service From: Ram Chugh, Ph.D., Director, Merwin Rural Services Institute

RE: St. Lawrence County Air Service Survey

The U.S. Department of Transportation and local officials are asking for your help in determining the future of air service in St. Lawrence County. For the past year, a committee of local officials in Massena and representatives from the Ogdensburg Bridge and Port Authority has been exploring options to make commercial air service in St. Lawrence county more responsive to the needs of major employers, public institutions and colleges/universities. The following survey is designed to collect information from current and potential users of airports in Massena and Ogdensburg to determine the financial viability of proposed changes in local air service.

Massena and Ogdensburg are currently served by Mesa Airlines, which provides three weekday flights to Pittsburgh via Watertown. The number of people using this service, however, has gradually declined since the early 1990s, prompting local officials to explore other options.

Based on preliminary feedback received from local officials, major employers and St. Lawrence County colleges and universities, local authorities are supporting a proposal by CommutAir to provide commercial air service from Massena and Ogdensburg to Albany. Mesa Airlines has also submitted a bid to continue air service to the county from Pittsburgh via Watertown.

The purpose of this survey is to quantify the level of corporate/institutional demand for air travel, particularly to the proposed Albany destination hub. This will help the involved communities to determine if the demand for service to Albany has the potential to make the service to Albany successful.

Local and federal officials believe that it is vitally important to understand your attitudes before awarding the next contract for air service in St. Lawrence County. Officials are particularly interested in determining the level of use that can be expected if service to Albany was provided, at reasonable times and fares, at airports in Massena and Ogdensburg.

Please take the time to answer as thoroughly as possible the questions on the attached survey (A self-addressed, stamped return envelope has been enclosed). The feedback you provide through this survey will help federal officials to decide which air service option is most responsive to the needs of St. Lawrence County travelers.

Keep in mind that your responses to the survey will remain strictly confidential. Your opinions will be combined with those of all the other respondents and will then be reported back to the U.S. Department of Transportation.

If you have any questions about the survey, feel free to contact Jim Murphy, Projects Coordinator at MRSI, which is administering the survey. He may be reached at 315-267-3051.

Thank you very much for your cooperation to this important effort to improve the quality of air service in St. Lawrence County.

Cc: Sanford T. Cook, Massena Town Supervisor John Murray, Massena Town Board Joseph Tracy, Ogdensburg Bridge and Port Authority Geraldo Mendoza, NYS Dept. of Transportation

St. Lawrence County Air Service Survey

The purpose of this survey is to estimate the level of demand for air travel, particularly to the proposed Albany destination hub, to determine whether such a service would be financially viable. Local officials have collected anecdotal evidence that major employers and public institutions in St. Lawrence County would prefer direct air service to Albany. The goal of this survey is to both verify and quantify this preference and to anticipate the potential of this proposed change in service.

Please take the time to answer as thoroughly as possible the questions on the attached survey. Keep in mind that your responses to the survey will remain strictly confidential. Your opinions will be combined with those of all the other respondents and will then be reported back to your community and the U.S. Department of Transportation.

Please complete this survey and return it in the enclosed self-addressed stamped envelope or by fax (267-3151) by January 31, 2002. If you have any questions, contact Jim Murphy, MRSI Projects Coordinator, at 267-3051. Thank you very much for your cooperation.

Name of Company/Institution:			
Person Completing Survey:		Position:	
Contact Information for Person	Completing Survey:		
Phone: Fa	ıx:	E-Mail:	
Part A: Employee/Staff	Travel Characte	eristics	
1) Total number of local (St. Lav	wrence County) emp	loyees:	
2) Please give your best estimate	of your company's	average annual trave	el spending: \$
 What methods are used by yo — Travel Agency. If yes, pleading internal travel Departme — Internet 	ease provide name of nt Direct Co	agency:ontact With Airline	
4) Please give your best estimate annually by employees:		per of trips (greater t	han 200 miles) taken
5) How many of these trips were Using air service provided Using air service which be Montreal, Syracuse or another	l at either Massena or egan at an out-of-cou		
6) Of those trips that began at air likely used by your employe Ottawa Montrea Other/ Please specify: _	es (1 = least likely; 5 l Syracuse	= most likely): Plattsburgh	•

Please Return This Survey by Mail (Self Addressed, Stamped Envelope enclosed) by Jan. 31, 2002. Thank You!

St. Lawrence County Air Service Survey - Page 2

7. What are the major destinations of employees in your comp	any? (Please rank the destinations by
the number of annual trips if possible):	removalment to the control of the co
Albany average annual trips, current means of	
Boston average annual trips, current means of	
Chicago Average annual trips, current means of	
New York City average annual trips, current n	
Syracuse average annual trips, current means of	f travel:
Washington average annual trips, current mean	ns of travel:
Other. Please specify:	
average annual trips, current means of trav	rel:
8. On a scale from 1 to 5 (1 = least important; $5 = most important$	
the following factors that inhibit your employees from utilizing	service at either the Massena or
Ogdensburg airports:	
Fares (local air service is too expensive)	
Schedule (departure/return times are too infrequen	
Destination (It is too difficult/inconvenient to make	connecting-flights
Aircraft Type (lack of jet service)	
Other. Please Specify:	
0 37774 0 4 11 2001	and the second of the second o
9. Will the Sept. 11, 2001 terrorist attacks affect your travel p	mans in the next year?
No	The second secon
Yes. Please specify:	
the state of the s	
	A . C.
•	

Part B: Potential Use of New Air Service

The U.S. Department of Transportation will soon decide between two competing bids to provide air service to the Massena and Ogdensburg airports. One proposal would continue the current air service from these airports to Pittsburgh. The other proposal would provide 3-4 daily round trips from Massena and Ogdensburg to Albany. Local authorities have heard from current and potential users of local air service that they would prefer direct flights to Albany, if they were available at a reasonable cost considering the total costs of traveling to Albany by car, (including time, almost 4 hours each way, and about \$150 in travel compensation) and possible overnight accommodations. The lowest one way fare to Albany under the proposed new service would be \$86.

Please answer the following questions, assuming an \$86 one-way fare to Albany and the availability of 3-4 round trips daily from the Massena or Ogdensburg airports. Please use the following comparison of the two air service options to answer the next questions.

Please Return This Survey by Mail (Self Addressed, Stamped Envelope enclosed) by Jan. 31, 2002. Thank You!

St. Lawrence County Air Service Survey - Page 3

St. Lawrence County Air Service Fact Sheet

	C	urren	Servi	ce	Pro	posed Sei	rvice
Destination (hub)	Pittsburg				Albany (Al		
Routing	• 3 Round Trips MASOGDWatertown to PIT or OGDMASWatertown to PIT			• 3 Round Trips MASOGD. to ALB or OGDMAS. to ALB or • 4 Round Trips: MAS to ALB.			
Schedule (Proposed	MAS	OGD	WATN	Arrive PIT	MAS	OGD	Arrive ALB
Service Schedule may	5:00	5:25	5:55	7:20	6:20	6:40	7:40
vary slightly once implemented)	12:15 p	12:40 p	1:10 p	2:40 p	11:00	11:20	12:20 p
implemented)	5:23 p	4:50 p	6:08 p	7:43 p	3:00 p	3:20 p	4:20 p
Flight Time to Hub	Massena-Pittsburgh = 2hr. 20 min			. 20 min	Massena-Albany = 1hr.		
Carrier	Mesa Airli	Mesa Airlines d.b.a. USAirways Express			CommutAir d.b.a Continental Connection		
Average Fare	MAS \$117 - OGD \$116 One Way to PIT (2000 figures)			MAS. or OGD - \$86 One Way to ALB (Proposed)			
Aircraft Type	19-Seat Beechcraft Turboprop		19-Seat Beechcraft Turboprop				
	Destinati		ration Time)	Frequency From PIT	Destination	Duration (Flt. Time)	Frequency From ALB
Sample Trip Informa-	NYC		50 hr.	29*	NYC	2 hr.	14*
tion for Trips Originat-	Boston	4	hr.	10	Boston	2 hr.	7
ing in Massena	Washingto		30 hr.	15**	Washington	2:30 hr.	15**
	Chicago		50 hr.	19	Chicago	3:15 hr.	9
	Los Angel		40 hr.	6	Los Angeles	9:30 hr.	0
	Orlando	4:4	40 hr.	7	Orlando	4:00 hr.	3
Airlines Serving Hub Airport	US Airways, American, Delta, United, Northwest, AirTran Airways, Continental, TWA, Air Canada, Midwest Express, Vanguard				US Airways, ican, Delta, N		
Number of Non Stop Destinations	116 Airports/ 112 Cities			28Airports/ 26 Cities			

10) Approximately how many times do your employees drive to Albany for business purposes on an average annual basis?
11) Local officials are urging the U.S. Department of Transportation to change the destination hub for local air service from Pittsburgh to Albany. If the current air service to Pittsburgh were replaced with service to Albany, would your company/institution be (choose 1): More likely to use air service at Massena/Ogdensburg airports to Albany If yes, please estimate the number of round trips your employees would make using this new service during this year:
Less likely to use air service in Massena/Ogdensburg airports to Albany If yes, please explain: The change in destination hub would have no effect on our utilization of local airport.

St. Lawrence County Air Service	
12) Would the difference in the number of connection Albany be important to your company's travel p	lans? Yes No
Explain:	
13) Given a choice, would you prefer that the new se Massena and Ogdensburg to Albany; three	
Massena to Albany; four round trips daily	- · · · · · · · · · · · · · · · · · · ·
Ogdensburg to Albany; four round trips daily	aily
The next questions are vitally important sinct to Albany is feasible. The only way that air secorporations/institutions express some com-	e they may determine whether air service ervice to Albany will become a reality is if
14) Estimate the number of round trip tickets your coyear, at the proposed \$86 one-way fare to Albany and Page 3 of this survey.	
up to 10 tickets 51 to 60 tickets	
11 to 20 tickets 61 to 70 tickets	
11 to 20 tickets 71 to 80 tickets	More than 100 tickets
31 to 40 tickets 81 to 90 tickets	
41 to 50 tickets 91 to 100 tickets	
15) Would your corporation/institution be willing to or visitors?YesNo	promote the Albany service to your employees
16) Please provide any additional comments or conc (Use the back of this sheet if additional space is	· · · · · · · · · · · · · · · · · · ·
Part C: Potential Use of New Service F	rom Albany
In addition to trips made by your employees to Alban officials from Albany who may make regular trips to you - and who may take advantage of direct air servilist any such agencies and, if possible, the approximation	ny, your firm or institution may work with state St. Lawrence County to conduct business with ce to and from Albany, if made available. Please
Lawrence County. (Use back of sheet if additional sp	
Agency	Number of Visits Per Year
	<u> </u>
	·
	•.

ADDITIONAL QUESTIONS FOR COLLEGE RESPONDENTS

In addition to the previous questions, the colleges in the area are being asked the following questions:

1.	Total number of institutional employees in the local area				
	Total # of students	en de la composition de la composition La composition de la	$f^{-1} = \{ e_i \in \mathcal{I}_i \mid i \in \mathcal{I}_i \}$		
•	If available, please provide the number more than 200 miles away from the col	of students from out	of state and/or from		
3.	If available, how many trips (greater the in the past 12 months by car?	an 200 miles) did stu	dents, parents, and	· ·	

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QUESTIONS FOR TRAVEL AGENCIES

1.	The origins and destinations of travelers who use your travel agency? Yes No Fares paid? Yes No Airlines providing service? Yes No
	(If the answer is yes to any of the choices above, we will follow up with your agency to get those numbers for a typical month or a complete year)
2.	If you can not provide any of the information in Question 1, please provide a total for the number of tickets sold during the past 12 months:
3.	What is the distribution by airport of origin of tickets sold by your agency? (i.e. what percentage of travelers leave from each of the following airports)
	Massena% Ogdensburg% Ottawa% Montreal%
	Syracuse% Albany% Watertown% Plattsburgh%
	Saranac% Other-1% Name Other-2% Name
l.	What portion of travelers ask for information on flights from the local airport (Massena or Ogdensburg)?
5. l	Do your agents volunteer information on flights from local airports? Yes No
6.	What are your customer's main complaints about service from the local airport (those who are aware of the existing service)?
-	If the current service to Pittsburgh were replaced with service to Albany, would you help promote the service? (i.e. offering information to travelers about service from local airports, participating in local promotions)YesNo
8.	If the option is given to offer four round trips daily from Massena to Albany instead of three round trips per day from both Ogdensburg and Massena to Albany
	Would this increase the number of trips from Massena?YesNo
	What portion of trips current using the Ogdensburg Airport would travel to Massena to use the service?
	nversely, if the option is four round trips daily from Ogdensburg to Albany instead of three round so from both Ogdensburg and Massena to Albany
	Would this increase the number of trips from Ogdensburg? Yes No
	What portion of trips current using the Massena Airport would travel to Ogdensburg to use the

Appendix C: Related Charts and Graphs

- Chart 1 Respondent Number of St. Lawrence Co. Employees
- Chart 2 Respondent Annual Average Travel Spending
- Chart 3 Methods Used To Make Travel Arrangements
- Chart 4 Annual Average Number of Trips Taken By Employees
- Chart 5 Distribution of Trips Within and Outside County
- Chart 6 Major Destinations of Employees
- Chart 8A Importance of Destination as an Inhibiting Factor
- Chart 8B Importance of Aircraft Type as an Inhibiting Factor
- Chart 8C Importance of Schedule as an Inhibiting Factor
- Chart 8D Importance of Fares as an Inhibiting Factor
- Chart 9 Sept. 11 Terrorist Attack's Effects on Travel Plans
- Chart 10 Employee Trips to Albany
- Chart 11 More or Less Likely To Use Albany Connection
- Chart 12 Importance of Connections and Flight Times
- Chart 13 Estimate of Additional Ticket Purchases
- Chart 14 Willingness To Promote Albany Service

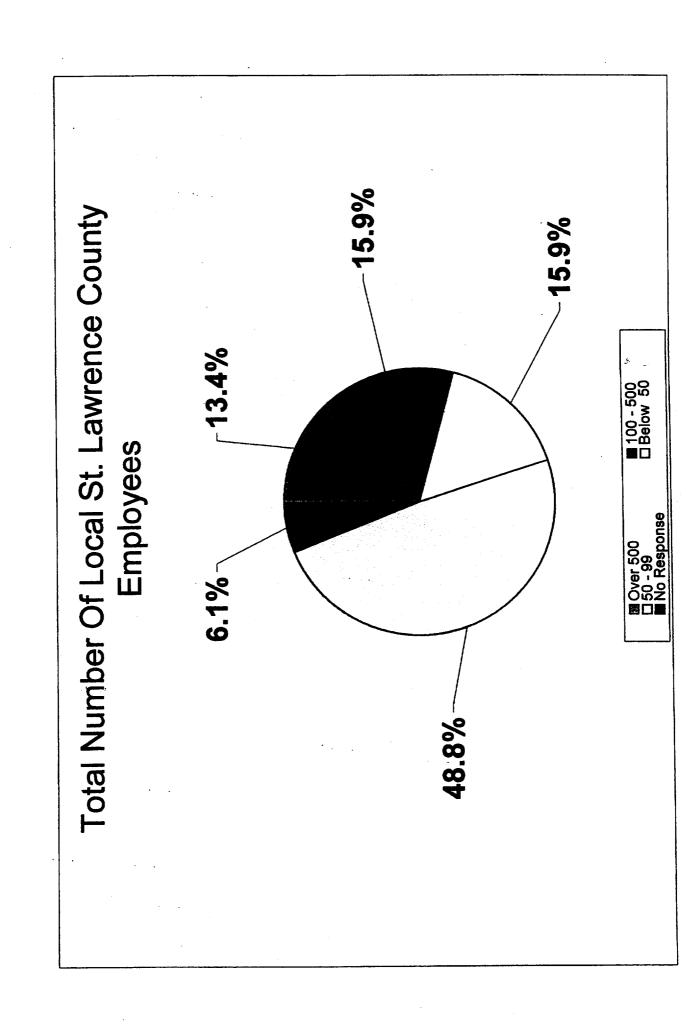
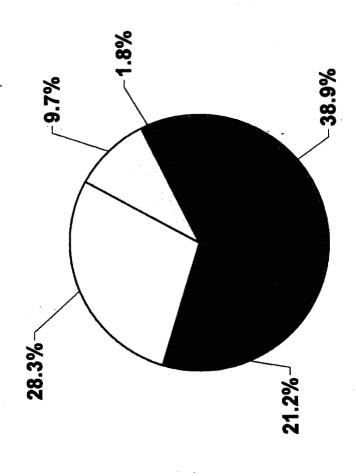
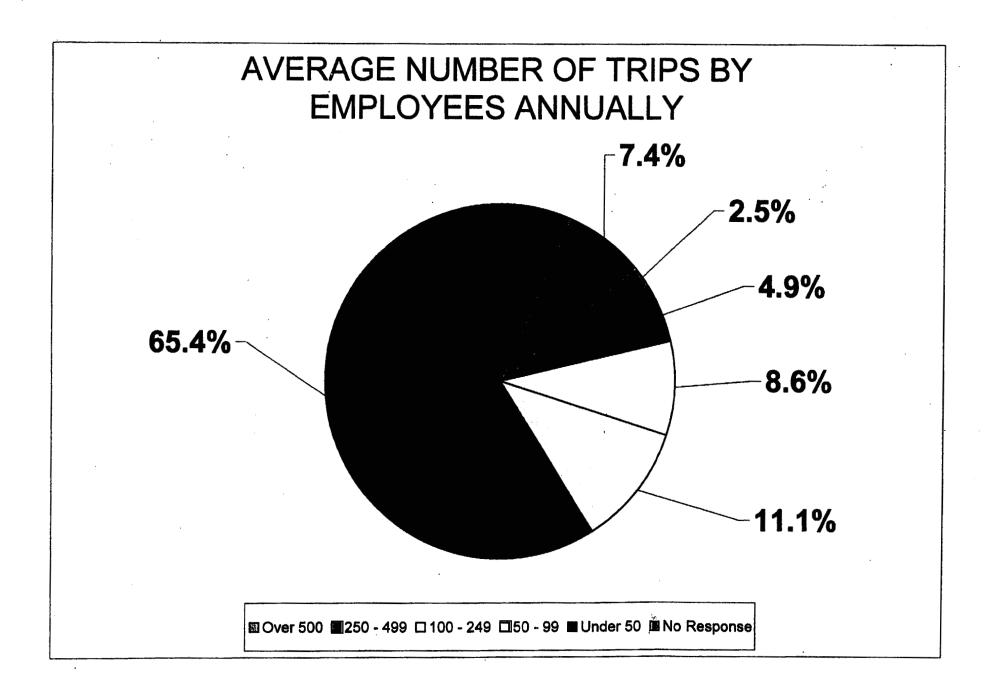


Table I

METHODS USED



■Travel Agency ■ Direct Contact w/Airline □ Internet □ Travel Department ■ Other



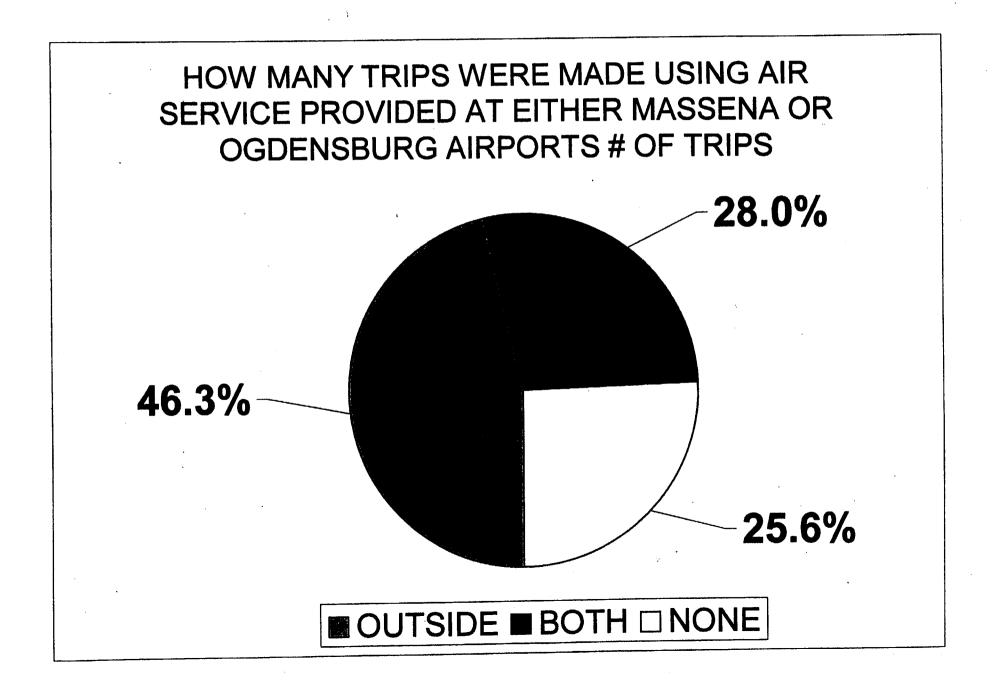
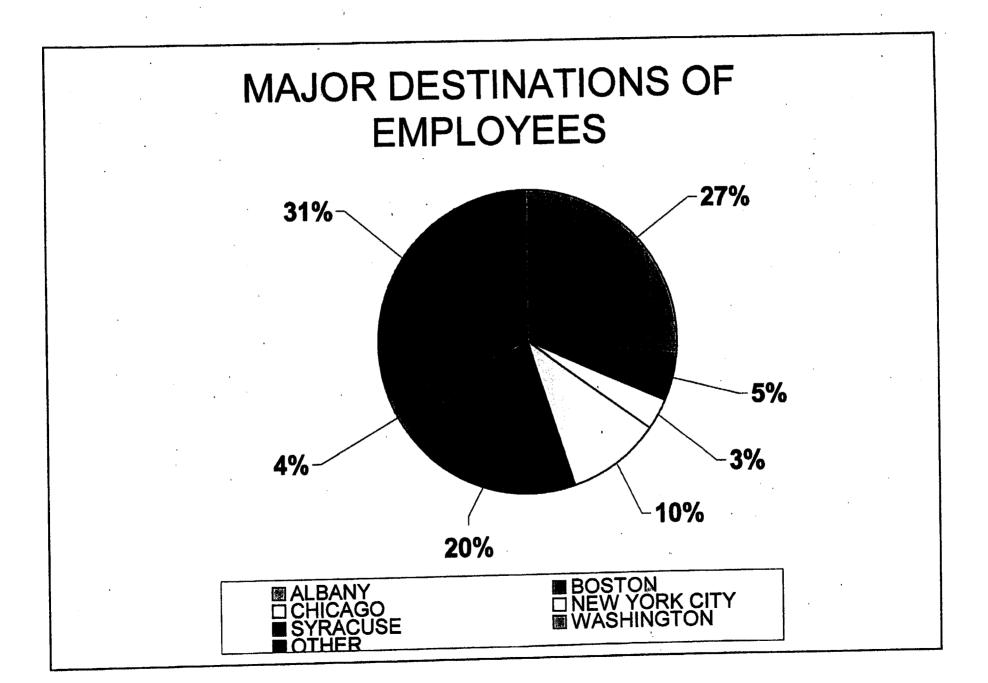
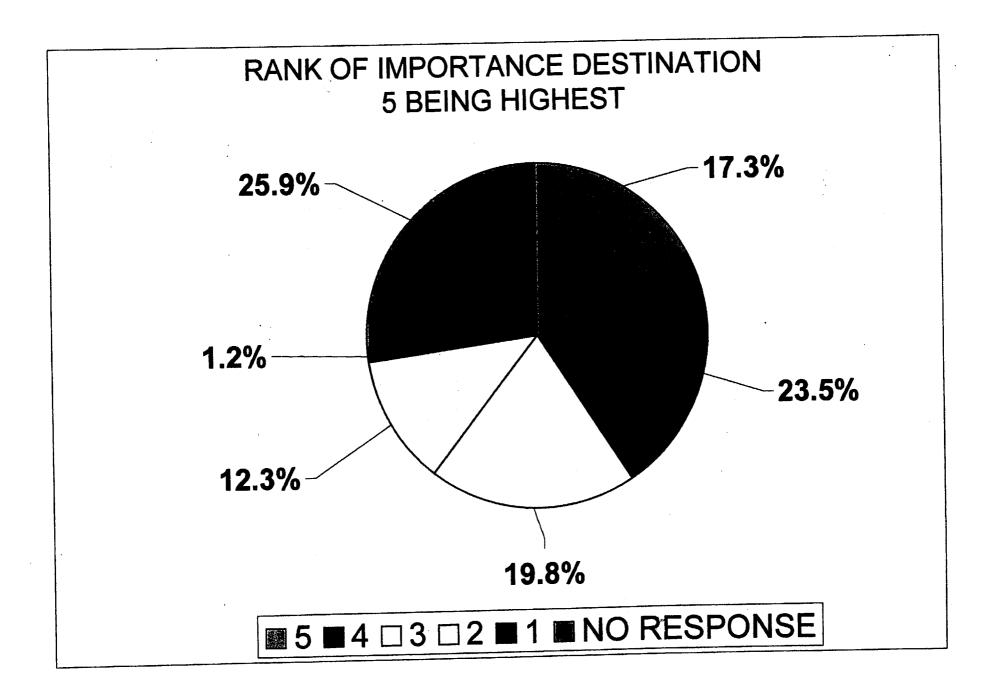
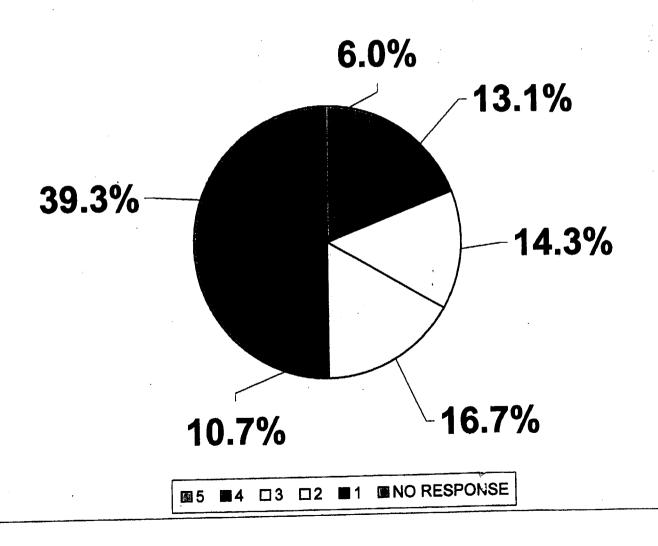


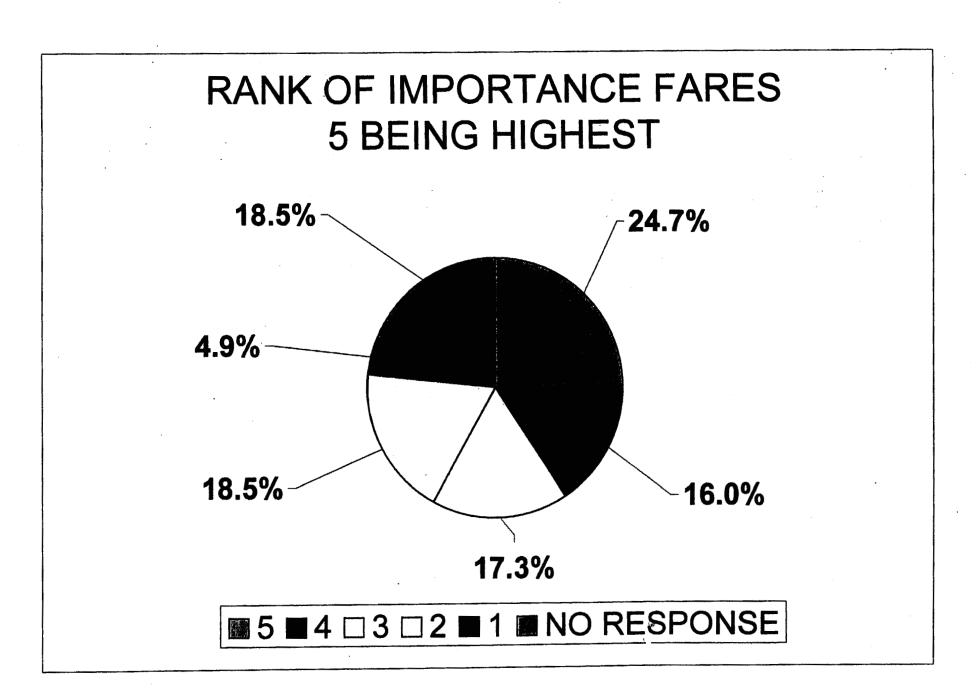
Table 4











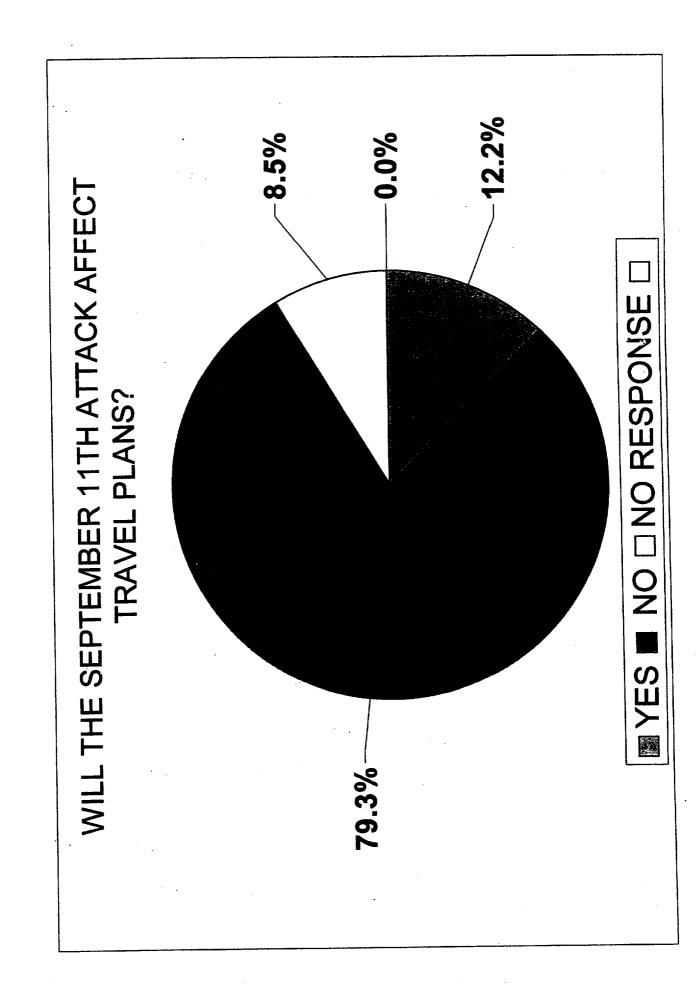
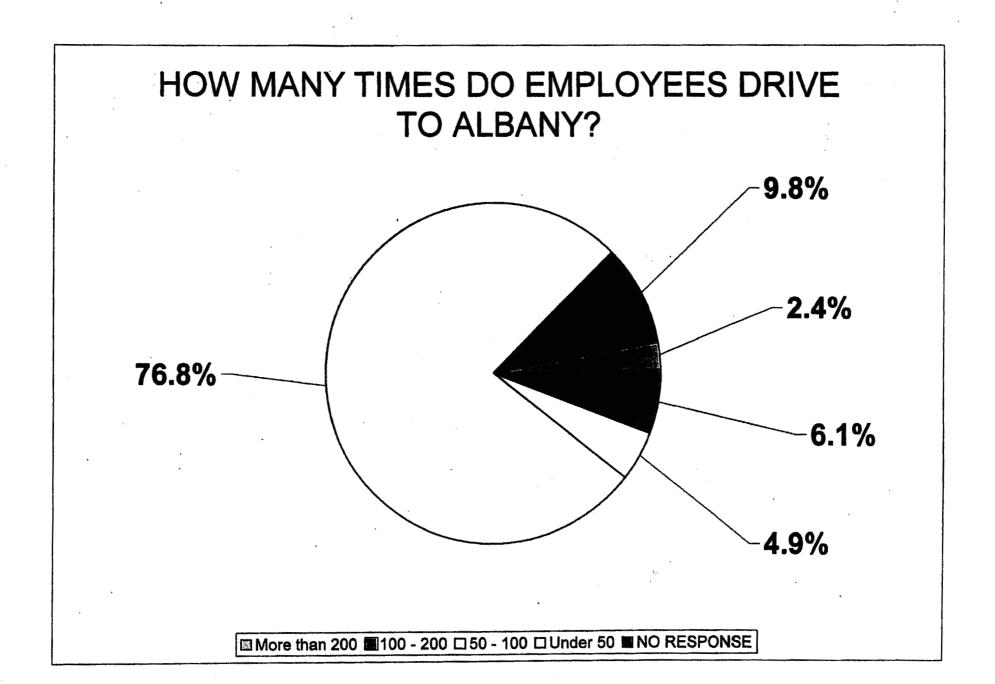


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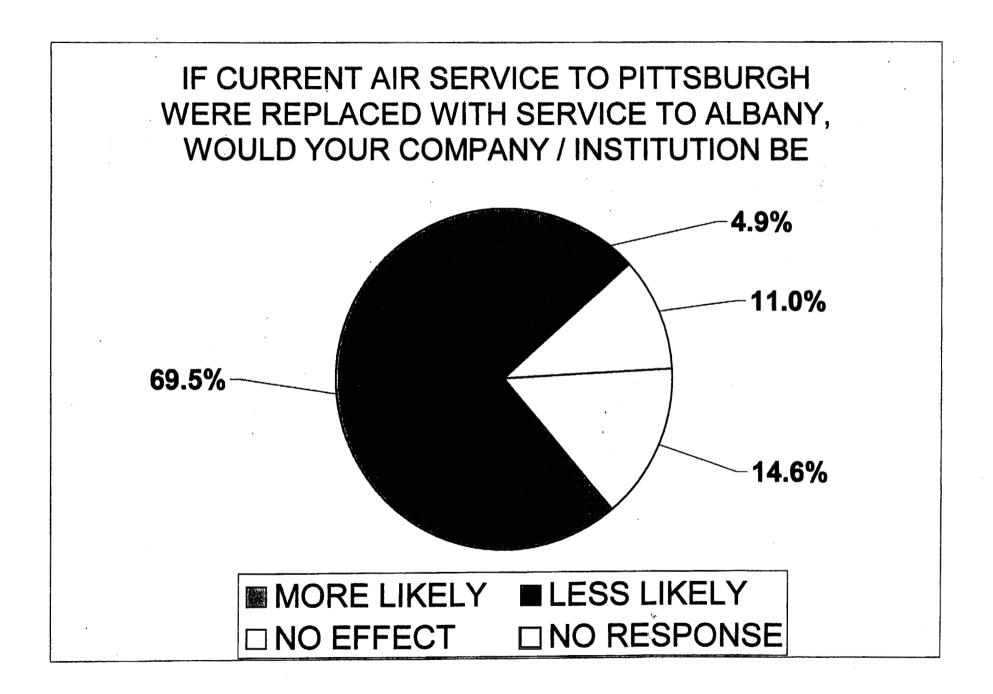
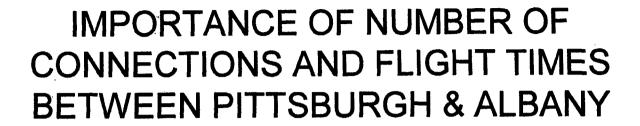


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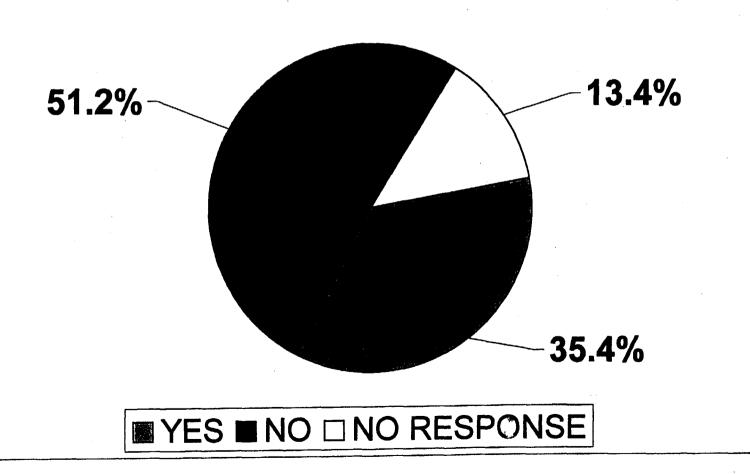


Table - 13



